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Levant Trade Review

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(INCORPORATED)

THE CITY AND PORT OF NEW YORK

(Merchants' Association of New York)

New York City is now unquestionably the metropolis of the world. Its population, its industries, its financial power, its commerce, both domestic and foreign, are greater than those of any other city. It has surpassed London in population London and Hamburg in its miles of docks and piers and the volume of its overseas business, and any other two cities combined in the value of its manufactured products and the volume of its merchandising.

The growth of this present-day giant among cities is of recent origin. Founded by a small body of Dutch traders in 1613, it was superseded in importance by certain of the other colonies during the early years of its development. Due to its unsurpassed natural advantages, it soon forged ahead and took the leadership among the cities of the United States, the Western Hemisphere, and more recently the cities of the world.

Every prominent city has its own atmosphere, characteristics, advantages and magnetism, which account for its growth or decline. The unique magnetism of New York rests in part in its even climate, its enormous size amounting to 317 square miles, its population of approximately 6,000,000 persons, which includes representatives from every nation on the globe. Each day a stream of immigrants is added to the population. Sixty per cent of the immigrants and emigrants of the entire United States pass through the Port of New York.

Forty important publications are issued in foreign languages in the city. Sections of the foreign quarter which are given over

to a particular race have a larger population than the chief city in the home country. This cosmopolitan characteristic, added to the fact that there is a daily average of more than 300,000 transient visitors in the city, puts it in a class distinct from every other city.

Again, possibly, the magnetism of New York rests in the atmosphere of throbbing business, which pervades every street in its downtown section. Separate areas, sometimes miles in extent, are given over to such industries as textile, produce, exporting, finance, etc.

Who has not heard of Wall Street and the money power gathered in the small area which that term covers? New York's enormous banks, the Government Mint and the New York Stock Exchange are institutions which in a single day carry out transactions so gigantic that they would mean wealth or poverty to many nations.

Or again, possibly, the unique magnetism of New York rests in the unparalleled height of the buildings crowding its downtown section. Here are the Woolworth Building, home of The Merchants' Association of New York, and the highest building in the world, and the Equitable Building, whose enormous floor space accommodates approximately 15,000 workers. The express elevator service of these and other high buildings whirl their passengers upward ten, twenty or thirty floors before they begin making stops. Certain phases of every-day life in the City are a marvel to foreign visitors. The remarkably efficient transportation lines, carrying approximately 5,000,000 passengers daily with incredible speed and safety, are marvels in themselves. Visitors in New York from Europe, accustomed to transportation systems on a smaller scale are amazed at the four-track subway systems with their thundering express trains, which stop at stations sometimes two miles apart.

This city's water supply has been developed on a plan sufficiently comprehensive to insure an adequate supply for years to come. Part of the daily supply of 617,000,000 gallons is brought from a distance of 180 miles. Its reservoirs hold 170,000,000,000 gallons.

The inherent strength in any community rests in its ability to provide goods or services which are needed by the rest of the world. From each of these points of view New York is singularly fortunate. The latest available government figures show that

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approximately one-tenth of the manufactured goods produced in the United States are the product of the factories in New York, a sum amounting to no less than \$2,292,832,000. This substantial contribution to the wealth of the world forms a sure basis for continued future growth.

This city is also the financial center of the Western Hemisphere and possibly of the world. The banking resources of the city extend their support to enterprises all over the United States, many of which could not continue if that support were withdrawn.

The service which the city performs through its incomparable port is a further assurance of permanence in growth. One may see on the waterfront the maritime flag of every nation in the world. Each comes to pay its tribute in merchandise to the activities of the city and to bear away, sometimes to the remotest points on the globe, the products of the farms and factories in our inland hamlets. During the year 1920, for example, a total of approximately 9,600 vessels entered and cleared through the port of New York, with an aggregate tonnage of approximately 30,000,000 tons.

The traveler approaching New York through the main

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entrance to the harbor is strongly impressed with its size and shape. In fact these are his first impressions, rather than those following his first glimpse of the unique skyline of the City as seen from the harbor. The bay itself, irrespective of its radiating arms, is approximately eleven miles in length, varying in width from six miles to approximately one mile. It has a total area of more than 175 square miles. Its main entrance faces directly toward the Atlantic Ocean, but turns at right angles in a northerly direction, at which point the channel decreases in width at a point known as "The Narrows." Here the shores are about a mile apart. These features provide a landlocked harbor with no necessity for seawalls or breakers of any sort. Passing through "The Narrows" across which the Navy Department stretched a chain to keep out unfriendly vessels during the war, vessels enter the upper harbor, a body of water four miles long and four miles wide.

Four main channels radiate from the upper bay, one of them forming a connecting link with the Atlantic Ocean through Long Island Sound, which provides an additional means of ingress and egress for vessels. This is only one advantage of this second connection with the Atlantic Ocean, another benefit resting in the fact that it furnishes a second and offsetting means of entrance and exit for ocean tides. Being long and narrow the high tide reaching the harbor through this channel does not arrive identically with the tide entering through the mouth of the harbor, with the result that their effects partly counteract each other. This is particularly fortunate from the point of view of shipping, in that all along the New York waterfront the rise and fall of the tide is so small in amount as not to interfere with commerce.

The harbor is particularly fortunate from another point of view in that its bottom is composed largely of permanent and unshifting material, so that dredging is seldom necessary, the largest vessels being able to approach piers and docks throughout the harbor without difficulty. Five channels lead in from the sea, the largest having a depth of forty feet at mean low water and a width of several hundred feet.

The East River, the North River, Staten Island Sound and Newark Bay add their enormous shorelines to that of the upper harbor, furnishing wharfage area, if entirely developed, sufficient to accommodate all the commerce in every port of the United States.

(To be continued)

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The Textile Trade Situation in The Levant

By E. B. KARY

By permission of the American Manufacturers Export Association.

There are some very highly conceived popular proverbs, such as "After the storm comes the sunshine," and "It is always darkest before the dawn." In view of business conditions during the past six months, it is only natural for the business man to try to judge the situation by searching the past for explanations, and to consider future possibilities by judging what the present has to offer.

The present situation is the outcome of several causes, which in themselves have not as yet been resolved; these are as yet beyond our control, but there are smaller causes also, which are just as important in their results, and which we could correct.

Every textile commission house in America knows of the potential textile market in the Levant. Before the war only a few large houses here sold to this market, but during the last two years of the war many houses were well represented there.

Everything was sold, from low count cambric or sheeting, to the finest sailcloth. No objections or arguments were offered by the buyers as to the price or method of payment exacted by the American sellers, who were in a position to choose from among their clamoring customers those to be granted the privilege of purchasing; owing to the plight of the European manufacturers it was as easy to sell in the Levant as it would have been to give away gold pieces in New York.

America was indeed fortunate in that the Great War opened to us the doors of many great opportunities,

in the securing of which other nations expended energy, time, money and competitive effort, in order to secure a legitimate outlet for their surplus manufactured goods. The markets of the Levant have been the bone of contention between the leading manufacturing nations of Europe for a long time past, and many critics of the World War attribute this to the rivalry between the two groups of nations holding the balance of power in Europe, for the control of trade and service in the Balkan States, Anatolia, Syria, Arabia, Mesopotamia, Egypt, etc., and down the line to Persia, India and the West Coast of Africa. All of these countries are purely cotton consuming markets, and they are dependent on imports of that commodity, with a few exceptions. In addition, they are rich in natural resources and are almost entirely unexploited.

As is usually the case in similar circumstances, while European nations where fighting over what they had already won, but never individually controlled; while they were spending their last cent to insure their supremacy over world trade, the markets in question, which had been entirely dependent on their European suppliers, found themselves obliged to come to us for textiles. For the first time they came to know the variety and quality of our cotton domestics, in addition to the staple standard qualities of certain American manufacturers which they have been buying for the last fifty years.

New Customers Not Appreciated.

Unfortunately our welcome to our new customers from across the ocean was far from cordial or appreciative. They came to our store, so to speak, when we had no time to notice their presence, to listen to what they had to say or to give them what they wanted. An extravagant speculative



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mania was in full sway here. Large corporations were capitalized with vast capital, to handle exports of American textiles, and one of the fields they touched upon was the Levant. They purchased in much the same way as do our domestic speculators, not realizing that they had to sell to foreign countries, and that they had no knowledge of the consuming capacity of their customers nor any idea as to what they would buy and what they would reject. At the beginning the purchasers were only too willing to open credits in New York in order to receive the merchandise. But many times instead of receiving the goods they had purchased they received what the supplier in New York was able to pick up in the cotton piece goods market within the credit time limit. That contracts should be violated by the American supplier was something to be expected, and nine cases out of ten were caused by the lack of judgment on the part of the representative abroad. Most of the American corporations had sent abroad men who were entirely inexperienced in foreign trade. They undoubtedly had the surprise of their life when they found themselves confronted with the cleverest, wittiest, best informed and most experienced business men of the modern world. Constantinople is a great commercial center, where in normal times the goods and products of all countries find a ready market, and where tradesmen of all colors, creeds and nationalities meet. Unfortunately, the distinction accorded the American tradesmen was merely a result of the fact that he represented the American dollars of which these countries were in such dire need.

Then the natural thing happened. European manufacturers reappeared on the scene, and found their old

customers ready to resume commercial relations with them. So-called American methods had either been unsatisfactory or in the short period had been unable to adapt themselves to the territory. The merchants in the Levant took full advantage of the change. They watched the market, and when they found that American manufacturers were flooding the market with cotton goods, they held off, placing their orders with their old connections in Europe and merely buying from the open market when they found something particularly advantageous.

The only encouraging feature of the situation then was that unnecessary elements were being cleared out of the way, the stock of goods was being withdrawn, speculative business was at an end, and the purchaser was learning the difference between the speculator and the serious cotton goods manufacturer and direct sup-

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plier. Then the present financial crisis began; as these markets depend almost entirely on imports of manufactured goods, the crisis told more effectively on them. Political disturbances have rendered their situation worse. The fact is, however, that they are bearing their burden very bravely and holding their own exceptionally well. A proof of this is the fact that their present rate of exchange is far higher than that of some of the leading Allied nations, despite the fact that it has suffered a considerable decline since last year.

Very few manufacturers, aside from those who were already selling in the Levant, made a serious attempt to introduce new goods or to stimulate the consumption of those already known. All we gained from our relations to date with the Levant is that we have introduced a few more staples in addition to those known previous to the war, but we have done little constructive in the way of encouraging or fostering our trade and building up these markets.

The question at this time of universal depression is whether or not our attitude toward the Levant is to characterize our foreign activities as an industrial nation after the readjustment period is over and the price of cotton is on a staple basis. It is true that America is new in the exporting game, but that does not minimize the importance of the task and the seriousness with which we must tackle it in order to prove ourselves worthy of experienced competitors who have made exporting a national question; one of national prosperity and independence.

What passed between American textile manufacturers and the Levant during the last year and a half is wholly independent of what those markets hold for us in the future.

Mail and cable facilities have been considerably improved since the armistice and we are in a far better position to exploit those markets than ever before. American banks have established branch offices in Constantinople and the steamers of the Shipping Board ply their way into the ports of the Levant more frequently than they have ever done before in the American history.

The question presents itself. Are American manufacturers of cotton goods willing to take a reasonable chance, and thus secure an appreciable share of business from some of the most important markets of the world?

Outlook in Marsovan District, Anatolia

The winter of 1920-21 was exceptionally favorable for the farmers. Ours is eminently an agricultural region and winter wheat is the preeminent crop. In kind and quality the standard "Turkey Red" winter wheat is hard to beat anywhere in the world. Through the long months of the fall the ground is often dry and agricultural operations are practically suspended. As snow begins to fall, the snow blanket may so cover the fields as to prevent tilling of the soil. This last season, however, moisture was precipitated in fair abundance rather early, but the frost and snow of winter held off unusually late, with the result that a very full acreage was sown in spite of the shortage of man power in the wake of the great war, and, with war conditions still prevailing, in spite of reduction in the numbers of cattle. Although accurate statistics are not compiled, the people everywhere are hopeful of a full crop with the accompanying rejoicing and prosperity when the harvest of 1921 is

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gathered in. Barley in our area is a good second to winter wheat and supplies grain and fodder for the live stock.

Although the great war in various ways drew heavily on the numbers of horses, cattle, water buffaloes, camels, donkeys, sheep, and goats, still only a minor percentage of reduction has taken place. It is estimated that from fifty to sixty or even seventy-five percent of the pre-war numbers of the flocks and herds still continue, and these are enough so that a very few years' breeding under favorable conditions will fully make good the losses of war time. Turkish peasants take kindly to the care of sheep and goats and cattle, and the up-land pastures of Anatolia form an admirable complement to the broad plains and fertile valleys for the purposes of diversified agriculture and stock raising.

The main chaussee road of travel

into Samsoun carries a very large volume of trade and travel. The mills of Anatolia produce good flour of coarser kinds for local consumption, with a certain amount of very fine quality for export. Hemp, opium, skins, fruits, vegetables, and nuts are shipped into Samsoun in quantities to swell the volume of sea-borne commerce passing through that busy harbor city. The railroad, which was graded about seventy kilometres up country when the war put a stop to such activities, awaits completion. There has been a movement among the Turks recently to sell shares locally, promote a company with home capital, construct and operate this much needed and much desired artery of commerce. The question of the rights of the French company that began the work do not seem to be considered in this connection.

A change in the business of this region appears in the increasing num-

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bers of Turkish merchants who are taking the place formerly held in large part by Armenians. Turks or Turks in partnership with Armenians at Constantinople are importing cotton thread from Manchester, distributing from Marsovan as a center, and taking a large share in the cotton weaving which is the principal industry of this city and tributary territory. The Cheltek coal mine is operating at present under the auspices of government officials and is producing enough coal for consumption in the immediate neighborhood. The coal is of only ordinary bituminous grade but it contains very little slag, stone or other waste substance, and is a great boon to people where the forests are already being thinned out too rapidly. The coal is near the surface, the veins are heavy, and there appears to be no reason why great quantities should not be produced as soon as stable public conditions favor industrial and commercial activity. There have been rumors that the Nationalists would resume the working of the Gumush silver mines but that has not yet begun. The large and varied natural resources of Anatolia wait for their development on the establishment of settled peace conditions.

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La Nashua Manufacturing Company de Nashua New Hampshire, Etats-Unis d'Amérique, comprend deux fabriques connues sous les noms de Jackson Mills et Nashua Mills, et est sous la Direction d'Amory, Browne & Co., 72 Worth Street, New York City.

Dès le commencement en 1823 les directeurs insistèrent sur le maintien d'une qualité uniforme de leurs différents articles, de sorte que la clientèle comprit bien vite que toute marchandise livrée par cette compagnie était toujours conforme à l'échantillon original.

Le Cabot Indian Head (Tête Indienne) est la création de la fabrique Jackson. Chaque année un échantillon est mis à part, et la comparaison de ces échantillons démontre que la qualité de ses toiles se maintient sans aucune modification.

Même pendant la grande Guerre Civile aux Etats Unis, 1861-1865, lorsque à cause du blocus affectant le coton, le Cabot Indian Head (Tête Indienne) se vendait à un prix huit fois plus élevé que le prix normal et que les imitations à un prix inférieur pouvaient obtenir une vente considérable, les directeurs maintinrent rigidelement le type normal, avec le résultat qu'à la fin de la guerre la clientèle abandonna les imitations pour

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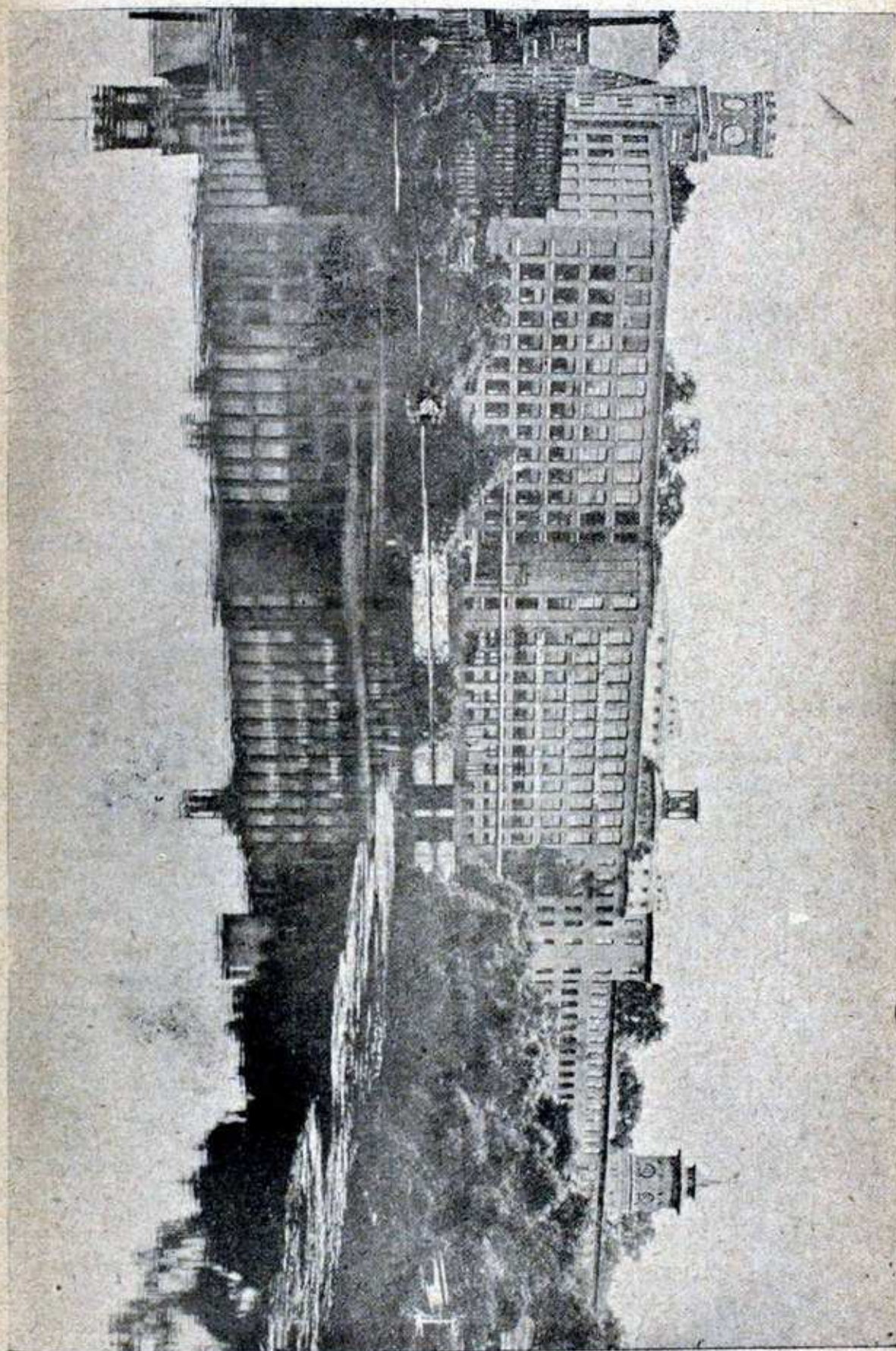
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reprendre le produit de la fabrique Jackson.

La Nashua Manufacturing Company obtint un succès semblable en maintenant la qualité uniforme de ses différentes flanelles et couvertures au niveau des échantillons et créa rapidement sur le marché, une demande internationale pour les produits Nashua, qui croît continuellement.

Les flanelles et les couvertures Staple, Barlan et Woolnap de la marque de fabrique Nashua, obtiennent une préférence marquée sur la plupart des marchés du monde.

Les illustrations dans ce numéro du *Levant Trade Review* donnent une idée approximative de l'importance des fabriques d'Amory, Browne & Company.

Foreign Trade of Egypt for 1920

(*Consul Lester Maynard, Alexandria*)

According to preliminary figures, the foreign trade of Egypt in 1920 was valued at \$ 914,233,898, an increase of \$ 298,910,281, or 48½ per cent over 1919, which amounted to \$615,323,617. The increase in value is, however, largely due to advanced prices rather than increased quantities. Although the value of the trade in 1920 greatly increased, it was not satisfactory from Egypt's point of view, as in 1919 the excess of exports over imports was in favor of Egypt to the extent of \$142,789,137, whereas in 1920 the imports exceeded exports to the extent of \$ 101,169,216. In 1920 imports increased 114 per cent over 1919, whereas exports increased only 7 per cent.

Had exports not declined during the last six months of 1920 the earlier great increase in imports would have been a healthy sign in judging the

trade of Egypt, but with diminishing exports and congested neighboring markets, with over importations awaiting to be absorbed locally, this heavy increase imposed a serious burden on the country.

The year started with abnormally high cotton prices ruling and strong demand from both the United States and the United Kingdom, particularly the former. Upon the decline in demand and the break in price, exports gradually decreased, but the increase was maintained in a lessening degree until the end of the first half of the year. Beginning with July, 1920, exports decreased as compared with 1919 beginning with 26 per cent decrease in that month and falling to 78 per cent in December. The heavy falling off in the latter months was due to the stagnation in the cotton market for the season which began in

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September. The greatest increase was in February, amounting to 426 per cent, and the greatest decrease, 78 per cent in December.

Heavier Imports from United States.

Imports into Egypt from the United States increased by \$ 39,215,343, or 272 per cent, in 1920 over 1919; the imports during the year under review were valued at \$53,631,848 against only \$14,416,505 in 1919. With the exception of May the increases were extraordinarily heavy and were maintained throughout the year. The following table shows the value of the imports from the United States, by months, for 1919 and 1920 :

| Months. | 1919 | 1920 |
|-----------------|------------|-------------|
| January | \$195,700 | \$2,092,683 |
| February | 667,462 | 910 788 |
| March | 1,488,688 | 2,619,602 |
| April | 809,615 | 1,915,091 |
| May | 1,924,278 | 2,021,309 |
| June | 400,155 | 3,786,453 |
| July | 2,074,440 | 10,753,067 |
| August | 1,178,733 | 6,139,046 |
| September | 921,489 | 6,642,994 |
| October | 1,346,225 | 4,855,353 |
| November | 2,359,158 | 7,506,723 |
| December | 1,050,166 | 4,380,649 |
| Total .. | 14,416,505 | 53,631,848 |

Cotton Chief Export Item from Egypt to United States.

The United States purchases from

Egypt increased 61 per cent, or \$ 50,021,482, in 1920 over 1919, being \$132,135,614 in the year under review as compared with \$82,114,132 in the preceding year. Due to heavy purchases of Egyptian cotton in the beginning of 1920, the increases during the first six months were unusually large. In July the trade with the United States correspondingly decreased with Egypt's entire foreign trade, and the decreases, as compared with 1919, reaching their highest point in September. A slight revival in cotton purchases, as compared with the previous year, somewhat relieved the decline in October, but purchases again fell off until in December the decline amounted to 95 per cent. The table below shows the values of exports, by months, in 1919 and 1920, to the United States from Egypt :

| Months. | 1919 | 1920 |
|-----------------|------------|--------------|
| January | \$37,714 | \$42,914,263 |
| February | 84,371 | 46,077,100 |
| March | 8,171,953 | 16,848,422 |
| April | 2,027,135 | 4,308,359 |
| May | 1,011,720 | 9,663,761 |
| June | 1,780,806 | 3,811,605 |
| July | 2,080,371 | 1,573,358 |
| August | 4,582,872 | 1,121,168 |
| September | 7,473,847 | 222,655 |
| October | 2,935,005 | 1,411,603 |
| November | 18,573,550 | 2,748,536 |
| December | 33,354,788 | 1,434,784 |
| Total .. | 82,114,132 | 132,135,614 |

Exports from Egypt to the United

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States exceeded imports from that country by \$ 67,697,627 in 1919, and in 1920 Egypt's favorable balance against the United States increased to \$ 78,503,766. This gain was entirely in the first half of the year and represents an increase over the previous normal condition in the trade between the two countries. The unusual feature is the favorable balance of trade in favor of the United States during the last six months, amounting to no less than \$31,765,728, or approximately one-third of Egypt's unfavorable balance for the entire year. This state of affairs was brought about by the extraordinary increase in American sales to Egypt and exaggerated by the decline in the United States cotton purchases from this country. In its trade with Egypt the United States has forged ahead to second place, and in the year just closed it sold Egypt over \$ 50,000,000 worth of goods. This favorable position can not alone be retained, but with the return of more normal conditions, undoubtedly be increased if American exporters maintain an active interest in meeting the requirements of this country and keeping their goods prominently before the Egyptian buyer, particularly during the present period of depression.

American Colleges in the Levant.

During the month of March Robert College and Constantinople College, at Constantinople, and the American University, at Beirut, celebrated their annual college anniversary days with appropriate services. About two thousand two hundred students met in their respective schools to honor the founders and to gain through the addresses and exercises of the days a deeper appreciation of the meaning of their college life and of

the privileges and joy of college association.

The presence of these colleges in the Levant was not known to more than a limited circle of Americans until the last few years when revolutions and wars in the Near East drew America's attention more directly to Turkey. It was not universally known that American missionaries reached Turkey a hundred years ago; nor that American schools were among the pioneers in this country so old in school traditions but poor in education. The Beirut University was founded as a school about sixty years ago—this year its student body passed the thousand mark in numbers; Robert College, fifty-eight years ago and Constantinople College for women in 1871. The tales of these institutions are among the most thrilling of romances, splendidly saved from tragedy through years that have shattered even empires. It is recognized not only by the Americans who have worked here, but also by the many nationalities whose representatives have studied in the colleges, that these schools have served the people wisely and well. The prejudice against foreigners, and suspicion of motives, natural to peoples bred in different and often conflicting century-old traditions, have been a persistent error which only the most devoted and disinterested service can eradicate.

Voluntarily or involuntarily, in addition to their chosen work American missionaries and teachers have been interpreting Americanism in the Levant. Consciously or unconsciously American firms are now trading on the reputation of American schools here. Unfortunately some so-called American firms have abused the good name which these institutions have helped so largely to win for America. However, as was stated in

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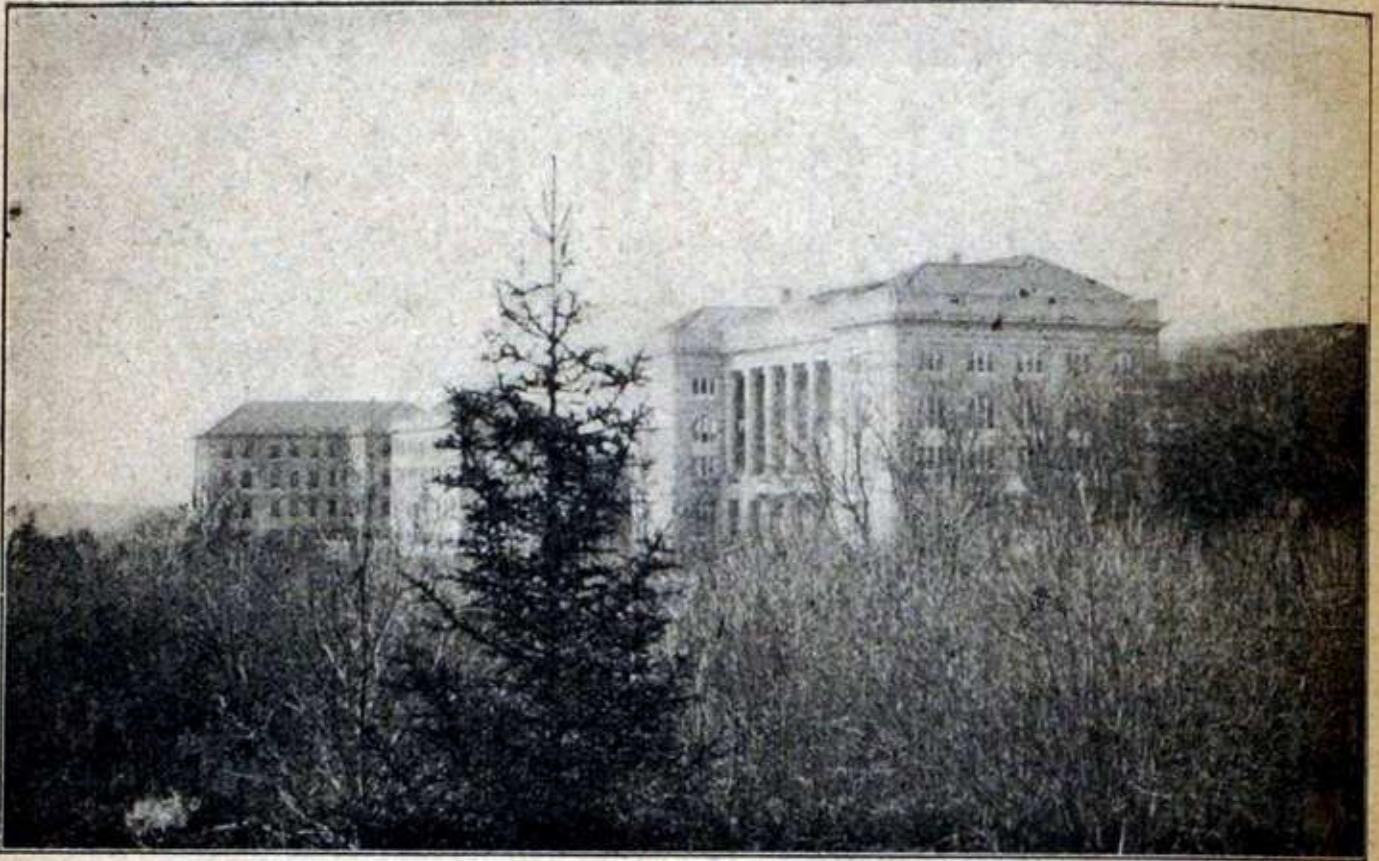
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the address of the Honorary President of the *American Chamber of Commerce* at the Annual meeting: "American commerce in the Levant will flourish only as long as American traders maintain the highest possible standard as regards quality of goods and square dealing." The *American Chamber of Commerce* demands quality and fairness as the mark of business to which it can give its support, because it believes that this alone assures the development of American-Levant relations.

The splendid American institutions—in 1914, twelve colleges and higher schools in all, with many minor institutions—have not needed the presence of American business in the Levant in order to help them accomplish a good work, and American business should not discredit the institutions even while it profits from their reputation.

United States Trade Rise Developing

"I return from New York, convinced that the present business depression in the United States has about reached the end of its course", said John J. Lewis, vice-president of the Guaranty Trust Company of New York, on his recent return to his office in Paris from a six weeks' trip to the United States. "While there are no immediate indications of any startling change," continued Mr. Lewis, "I am confident that a few months will see the beginning of the upswing and the increased confidence in the future which spells the return to prosperity.

"Everyone is proceeding now with the greatest prudence and caution. The period of sensational drops in values seems to be past, and there can be in the care and deliberation with which moves are made, the lay-

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ing of the foundation for the new era, the era of solid reconstruction after the derangements of the war.

"When business is operating in this spirit sudden developments cannot be looked for. The process is one that is taken step by step. But I believe that we can look to improving conditions as a movement of the very near future, carrying with them the hope of generally improving conditions everywhere".

Letter from Persia

The following letter to the Chamber was written from Teheran in early February:

"Since the occupation of Baku by the Bolsheviks in April, 1920, the route to Persia through the Caucasus has been closed and all commercial traffic stopped. Heavy stocks of goods destined for Persia, as well as raw pro-

ducts from Persia for Europe, have been seized in Baku and probably lost forever. Little also is known here concerning activities in that region, and there is no hope of resuming trade through that territory very soon.

"At present all imports and exports follow the route through Bagdad and the Persian Gulf. The roads in the interior are secure but transport charges are very heavy, and on account of the political situation and uncertainty many of the local merchants have been selling at a loss. Silver is the standard currency, and on account of the depreciation of this metal there has been an unfavorable reaction in foreign exchange, and rates will soon reach the prewar level. Business is passing through the crisis that is doubtless manifest elsewhere also. Imports from America and Japan are low at present, as exchange is unfavorable. Only cotton goods and articles of prime necessity are finding a market.

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"Prices of raw cotton and wool are low. Lower yet are prices on carpets, and American importers have stopped their purchases. On the other hand sheep casings are dearer, and stocks are very low. Certain shipments are made to America via Bagdad. Today America is dependent on Persia for sausage casings more than before, as exports from Turkey and the Caucasus are so restricted on account of the political conditions in those states.

"There are over 170 automobiles in Teheran. There are, however, none in the towns of the provinces, as the streets are very narrow. Fords are practically all in general use, the rest being other types of American machines.

"Last year's grain crop was abundant and living costs less than half of what it did two years ago. The new crop is expected to be good; if this hope is realized, importers of manufactured articles hope to be able to do better before next fall."

Motor Vehicles in Syria

(*Consul J. P. Jackson, Aleppo*)

The automobile industry in Aleppo, Syria, is in its infancy. Little improvement can be expected until the interior will permit safe travel along the ordinary routes of communication. The present difficulty in exchange is also a handicap for the sale of American cars. Goods are generally sold cash against documents or 25 per cent advance through the commission merchants. The best transportation routes from the United States are direct to Beirut or Alexandria, Egypt. At present (February, 1921) six-cylinder cars, because of the demand for such types by certain wealthy classes, are popular. Two-ton trucks are also in demand because of economy and convenience for narrow streets and sharp corners

in the city of Aleppo. There are now about 30 passenger cars in the Aleppo district, including those used by the French authorities, and about 10 trucks, including those used by French military authorities.

Aleppo has one fairly well-equipped garage. Gasoline costs about \$1.40 per gallon. Because of the peculiar north Syrian roads all trucks and passenger cars should be constructed with reinforced chassis and springs. They should be as light as possible, of a guaranteed speed, and of reasonable price. Arrangements should be made for shipping spare parts.

(*Consul P. Knabenshue, Beirut.*)

Market in Beirut District.

Before the war there were only 15 motor cars and two trucks in the Beirut, Syria, consular district. Now (February, 1921) automobiles number 700 and trucks 105, in addition to the trucks used by the French Army of Occupation. The major part of the trucks were purchased from the British Armies of Occupation in Egypt and Palestine. Secondhand motor trucks of European and American make, of from 2 to 4 ton loading capacity, are also being exported from Europe. Owing to the fact that transport by railway is limited, slow, and expensive, and that there is a shortage of carriages and horses due to the war, there is an open field in Syria for motor vehicles. Generally speaking, Syria is hilly, even mountainous, and good hill-climbing machines should find a sale. The total mileage of all the roads in the territory under the jurisdiction of the consulate general is about 1,500 miles. As roads are of flint stone and consequently very dusty, greasing should be under pressure. Cars should be equipped with double and solid brakes because of the sharp stops and

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numerous turns. Carriages should be high on the wheels, and the radiator should have a large surface for cooling. Furthermore, car should have electric unmooring, and three speeds are desirable on account of the steep grades.

BULLETIN FINANCIER

*Recu par «The Guaranty Trust Company»
le 4 Mai, 1921, par fil de New-York.*

Le marché Monétaire fut calme. L'argent «on call» fut ferme à $6\frac{1}{2}\%$ après avoir baisé du taux de 7% la semaine passée.

Hors de New York l'argent fut néanmoins offert à $5\frac{1}{2}\%$. Les demandes d'argent à terme furent très faibles. Les taux restèrent stationnaires, l'argent étant offert à 7% , les contreparties offrant $6\frac{1}{2}\%$. La réduction du taux d'escompte de la Banque d'Angleterre affirma la conviction qu'une mesure analogue sera prise par plusieurs des Banques de la Fédéral Reserve System.

Le système des Federal Reserve Banks montre toujours une amélioration dans la proportion des réserves totales au dépôts et engagements en billets de banque réunis, cette proportion étant en augmentation à 53.7% , ce qui représente le pourcentage le plus haut depuis la première semaine de Septembre 1918. Cette augmentation fut, en grande partie, créée par l'augmentation de 11 millions des réserves d'or. Les billets de la Federal Reserve Bank baissèrent de 12 millions de dollars à 2,857,000,000, ce qui représente une diminution de 548,000,000 sur le montant élevé atteint au 23 Décembre 1920. Les effets en portefeuille baissèrent de 6,000,000. Les dépôts de $5\frac{1}{2}$ millions.

Le commerce extérieur du mois de Mars fut inférieur de plus de 700,000,000 de dollars à celui de Mars 1920. Les exportations furent de 384,000,000 con-

tre 489,000,000 en Février et 820,000,000 en Mars 1920.

Les importations du mois de Mars furent de 252,000,000 de dollars, c'est-à-dire de 37,000,000 supérieures à celles de Février, quoique les importations de Mars 1920 aient été de 524,000,000.

Les exportations des neuf mois ayant pris fin au 31 Mars furent de 5,509,000,000 de dollars contre 6,050,000,000 de dollars pour la même période de l'année précédente. Les importations pendant cette même période se montèrent à 3,009,000,000 de dollars contre 3,759,000. Les exportations du mois de Mars furent inférieures à celles d'aucun mois du 1921. L'excédent des exportations du mois de Mars qui fut de 132,000,000 est le plus bas depuis le mois d'Août.

L'événement predominant de la quinzaine écoulée fut la décision du «United States Railroad Labour Board» abrogeant à partir du 1er Juillet la convention nationale déterminant les conditions de travail pour tous les Chemins de fer qui étaient auparavant sous le Contrôle Federal.

Le trait prédominant du marché des devises étrangères fut récemment le peu d'écart existant entre l'offre et la demande de la Livre Sterling; le lundi de la semaine passée, la Livre Sterling de \$3.92 à \$3.95, ce cours étant le plus élevé depuis le 17 Juillet 1920.

Le marché des Obligations fut calme, mais une certaine quantité de nouvelles émissions prit place. L'émission de 13,000,000 de dollars d'obligations 8% «Goodyear» attira une attention toute particulière. Les obligations étrangères furent calmes. Le marché des Chemins de fer fut faible en vue de l'émission prochaine de 230,000,000 de dollars d'obligations $6\frac{1}{2}\%$ du «Chicago Burlington and Quincy» à 15 ans. Le marché des valeurs de Chemins de fer ne fut pas aidé par l'annonce de la réduction de 6 à 4% du dividende de la Pennsylvania Railroads.



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The letter in part reads as follows:

"Reference is made to the case of United States against George T. Pteriotis at al wherein the defendants were charged with having forged and altered bills of lading representing goods received for shipment to a foreign nation and uttering and publishing the forged bills, under the Steven's Bill of Lading Act of August 29, 1916. Pursuant to your request, I am giving you a brief statement of the case.

"The defendants actually shipped two bags of coffee or two bags of rice in seven distinct shipments to con-

signees in Greece. They then altered the bills of lading to read 2200 double bags of refined sugar. They secured insurance on the false shipments represented by the altered bills of lading and presented the bills together with other necessary documents to certain banks, the Guaranty Trust Company, the Mechanics and Metals National Bank, Irving National Bank and the American Express Company.

"Letters of credit had previously been established in these banks by certain banks in Greece as agents for the consignees of the bills of lading, for the purpose of paying the defendants against shipments of sugar in large amounts. The defendants obtained approximately \$225,000 by this scheme. They operated under the name of the American Company of Commerce, Inc. which was a bona fide corporation of the State of New York, organized in November, 1919, by the defendants, Pteriotis and Brouzos, and one Anestos G. Vernard. The Capital stock of the company was alleged to have been sold to one Joseph Sakelos on March 31, 1920, and it appeared on the books of the corporation that Joseph Sakelos then became president and treasurer of the corporation and that George T. Pteriotis, the defendant, had no longer any connection with the company, nor had Brouzos. The government proved on the trial of the case that Pteriotis assumed the identity of Joseph Sakelos and that the purported sale of the Company on March 31st was not bona fide and there never had been a real sale. The government also proved that the purported sale and the subsequent actions of Pteriotis were part of a scheme to create an alibi and a perfect defense when the crime would come to light. The scheme, as it unfolded itself, was a very unique one.

"The defendant, Pteriotis, was found

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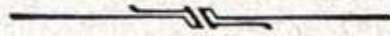
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guilty and sentenced to three and a half years in Atlanta and fined \$ 14,000. The defendant, Brouzos, was found guilty and sentenced to eighteen months in Atlanta and fined \$1,400.

The Technique of Foreign Trade

Edward Newille Vose, editor of "Dun's International Review", has given in "The World's Work" a concise statement of some of the elementary facts in foreign trade methods, on which too strong emphasis cannot be laid in these days when America is hardly beyond the novice stage in seeking to serve foreign markets.

Mr. Vose names five ways in which the manufacturer may carry on an export business: Traveling Salesmen, Foreign Branch Offices, Foreign Agencies, Advertising, Circularizing and Direct Correspondence. These methods have for their object the securing of orders from foreign buyers direct. As a matter of fact, very considerably more than half the export trade of the United States comes through the export commission houses and export merchants. Also, while the natural aim of every progressive manufacturer must be ultimately the establishment of Foreign Branch Offices, and Americans are fortunately coming to see the more certain bene-

fits of this policy, at present foreign agencies handle the bulk of exports from the United States in foreign lands. For this reason a most important factor in foreign trade is the export catalogue and price list. For more extensive trade translated texts are still essential. Accuracy of translation is of prime importance, and too much care cannot be taken in the selection of a translator.

The export catalogue need not be a translation of the entire domestic catalogue. Only those lines that can be successfully pushed for export should be included. If the line is machinery, all that the foreign buyer desires to know is what the machine can do. Technical descriptions of gears, cams, bushings, etc., are a waste of space and ink, and may even prevent a trial order by creating the impression that the machine is too complicated. The export catalogue should also invariably contain the exact weight and dimensions of every article as packed for export, cable address and cable code, illustrated and numbered list of parts, and any other special information useful to the foreign buyer.

The price-list should be translated into the language of the buyer to which it is sent, whenever this is possible, and quotations should be in the money-standard most familiar to him. The American system of dis-

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counts should be entirely abandoned when it comes to the export price-list. In the domestic trade these are sometimes masterpieces of intricacy. These discounts differ as between the different trades, as between different manufacturers in the same trade, and as between different articles in each manufacturer's catalogue; while new discount-sheets cancelling the old prices entirely are issued at frequent intervals. All this is hopelessly confusing to the foreign buyer and may prevent his sending a direct order. The English and German exporting houses rarely have more than one or two discounts.

On the intelligence with which the first letter of inquiry from the foreign buyer is answered depends in a large measure the manufacturer's success in securing his order. A surprisingly large number of orders are lost through carelessness at this point. Only by having a well-organized export department in charge of an experienced manager can the manufacturer be certain that all of the minute peculiarities of foreign correspondence have been attended to. The reply to a foreign inquiry should cover *every* point regarding which a prospective buyer requests information. Laudatory descriptions are a waste of effort. The inquirer must already be convinced that the article has merit or he would not have written. The points about which he now desires information relate to prices, terms of payment, manner of packing, size, gross and net weight, and similar details. All of these points should be covered in the reply, together with c. i. f. price (cost, insurance, and freight) at the buyer's town or seaport, and an explicit statement as to terms of payment so that the return mail can bring the order. Another letter of inquiry would mean from three weeks to three months of un-

necessary delay.

Packing as a fine art

If the order, when it actually arrives, comes through a New York commission house or buyer's agent, the manufacturer has only to comply *exactly* with instructions as to packing, marking, and shipping. If the order comes direct from abroad, the export department should be made responsible for every detail connected with packing and shipping it. This is absolutely essential, or a humiliating blunder somewhere along the line is more than probable. The manager of the export department knows the route over which a given shipment must go to reach its destination and the transportation difficulties it will have to surmount. The manner of packing should be left to him and not to the shipping-room. For example, if it must go part way by mule-back over mountain trails, he knows that packages must not exceed 125 pounds in weight, so that one may be hung on each side; if the route goes through damp, tropical countries, special moisture-proof wrapping is necessary; and if the wrapping is penetrated by nails, the rust caused by dampness may make it fall off. Strength is essential in export packing, for cases are subjected to rough handling, especially if transferred from steamship to lighter in an open roadstead. At the same time, superfluous weight is severely penalized, both in the freight-rate and in the customs-duty levied by many countries. Ocean freight-rates are calculated on a basis of gross weight or cubic measurement, at ship's option, in the ratio of fifty-six pounds to one cubic foot, the measurement ton being therefore forty cubic feet. The rate is assessed in whichever way the result is larger; an article which weighs 2,240 pounds (a long ton) but measures eighty cu-

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bic feet (two measurement tons) being charged for as two tons. An extra charge is made on packages of excessive weight or size, and it is also important to bear in mind that there is a fixed minimum charge which is much higher than small packages would have to pay by either weight or measurement. Many foreign customs tariffs are based on gross weight, another point that the export department must bear in mind. Naturally, every article that is capable of being put together at point of destination should be shipped "knocked down," each piece being plainly numbered to correspond to setting up instructions. When possible, the cases for machinery and similar articles should be so planned that the customs examination can be made without completely removing the covering or weakening it for further transport. In shipping to certain countries, great care must be taken not to pack in

one case articles bearing widely different rates of duty, else the entire package will invariably be assessed at the highest rate borne by any of its contents. There are also fines in certain countries for packing in disregard of customs regulations. When packed, the export consignment is usually marked in such a manner as to be readily identified, but not with the full name of the consignee. Besides identification marks and numbers, the gross and net weight and cubic volume of the package are given, and the port of discharge is indicated in large letters.

**Shipping requirements
are inexorable**

The details with respect to the preparation of shipping documents vary considerably for different countries, and this work should also be done only by the export department. Several copies of the bill of lading are

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ordinarily issued, two, three, or four being retained by the steamship company. This document contains only the number and class of contents, the distinguishing marks and numbers, and the gross weight in pounds or kilogrammes. It is also necessary to secure a customs-house clearance, which is turned over to the steamship company with the bills of lading. The consular invoice is a much more elaborate document and its preparation necessitates extreme care lest some error be made that will result in a fine being imposed upon the buyer. While the manufacturer may airily dismiss complaints as to carelessness in making out consular invoices on the ground that it is "merely a clerical error," the result is often a serious matter to the foreign importer; after one or two heavy losses by fines, it is not surprising that he sends his orders elsewhere. Not only must the consular invoice be accurate and exact, but it must show no discrepancies with the bill of lading. Customs officials, especially in Latin-American countries, are very zealous in detecting errors and imposing fines which in some instances greatly exceed any possible profit that the foreign buyer can make out of the transactions. Three or four copies of the consular invoice are usually necessary, two or three of which are retained by the consuls, whose fees vary considerably for different countries. It is important that every consignment for export be covered by marine insurance, the policy for which must be carefully scrutinized for special clauses which may affect the company's liability in certain contingencies.

How export orders are financed

It is frequently stated that all export business is cash business, in as much as the manufacturer can usually get his money before the goods

leave the country. This is a mistake. Sales made to export commission houses and export merchants are usually for cash, and in these cases the manufacturer has no further care or responsibility. An authorized draft made against money which the foreign buyer actually has on deposit in this country is also a cash transaction. The ordinary draft against shipping documents, however, is in reality a credit transaction, notwithstanding the fact that the manufacturer obtains actual possession of his money at once.

The manufacturer prepares a draft on his foreign customer for the amount of his order. To this he attaches the bill of lading, consular invoice, insurance certificate, and occasionally other documents. His bank examines these documents carefully and, if everything is satisfactory, discounts the draft at once. The draft is made out in duplicate and to the first-of-exchange the bank attaches the documents and sends it to its correspondent in the buyer's town or district for collection. The second-of-exchange follows on another boat. The correspondent bank notifies the buyer of the arrival of the draft and its terms, and requires him to accept it before turning over to him the bill of lading, without which he cannot obtain possession of the goods. Now, if the buyer fails to meet the draft, the manufacturer must decide whether the goods shall be sold at the foreign port for whatever they will bring, or whether they shall be shipped back to him. The loss, if there is any, or the cost of shipment and insurance both ways, if they are returned, he must pay. If the goods are a total loss, the bank will call upon the shipper to repay the sum advanced against the draft and shipping documents, his endorsement of the draft making him responsible.

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In other words, the transaction is a loan secured by collateral in the form of merchandise represented by the bill of lading: it is by no means a cash transaction.

Ordinarily, in export trade, drafts are made payable in sixty or ninety days, in order to give the foreign buyer ample time to get his goods through the custom-house before having to pay for them. Some manufacturers, however, issue drafts payable on sight, which often compels the foreign customer to settle for his goods two or three weeks before they arrive, for the draft usually goes on a faster steamer than the goods themselves. A slip attached to sight-drafts stating "not to be presented until the arrival of the goods" would avoid this injustice, which injures the buyer without benefiting the manufacturer to a corresponding degree. A great many manufacturers, apparently under the impression that authority to draw at sight is equivalent to spot cash, allow the same cash discount to the foreign buyer that they do to the export commission house or export merchant who has actually made a cash purchase and assumed all risks as to whether the foreign buyer will eventually pay. This is unjust to the firms who handle a considerable portion of the manufacturers' export orders, and it is also unbusinesslike.

Commercial letters of credit are also largely used. Practically all of the imports which come into the United States are paid for by means of letters of credit issued by American banks, authorizing the exporter at some European point to draw on them through their correspondent there up to the total amount for which the letter of credit is issued. The seller simply draws on the bank where this credit is deposited, attaching bills of lading, etc., to his draft as

usual. When the bank in the buyer's city receives the draft, if it is for thirty, sixty, or ninety days, it usually removes the bill of lading and turns it over to the buyer. In New York, some banks require only a trust receipt for security, while others demand additional collateral, such as warehouse receipts, other bills of lading, or bills receivable endorsed over to the bank. This is the practice in New York on import commercial credits. The volume of export business handled in this manner is not nearly so large, the majority of payments being by drafts against shipping documents in the manner already described. As between large firms, however, the commercial letter of credit is considerably used as a form of payment on large transactions.

In countries where banking facilities are limited, drawing against shipping-documents is not always practicable; and it is in these regions that the export commission merchant is the most valuable auxiliary to the manufacturer. Even with the most remote localities, American facilities for financing foreign orders are steadily improving. Ten years ago there was hardly a bank outside of New York City and one or two other export centres that was in a position to handle export drafts intelligently. To day nearly every city in the country has at least one bank fully equipped to take care of this business, while a considerable number have correspondents in every part of the world.

The machinery of credit

The collection of credit accounts differs in no way from the collection of cash orders, so far as the mechanism of the banks is concerned. The granting of credit with intelligence and discretion is another matter. Here, again, conditions have changed

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enormously during the last twenty years. At present a single American credit-reporting agency has its own offices, with American sub-managers, in over one hundred fifty foreign commercial centres, while banks in all parts of the country are making a careful study of foreign credit conditions and supplying themselves with local correspondents in every district to which the business of their clients may extend. There are on file in New York City, in the archives of a single agency, complete credit reports regarding several hundred thousand foreign business houses; and manufacturers themselves are steadily acquiring data on which their credit men can act with judgment.

United States Trade with Greece.

According to figures compiled by the Statistical Division of the Bureau of Foreign and Domestic Commerce, imports into the United States from Greece during December, 1919 and 1920, amounted, respectively, to \$ 1,775,148 and \$ 866,573, and during the 12 months ended December, 1919 and 1920, to \$28,599,669 and \$20,144,612, respectively. Exports to Greece from the United States during December, 1919 and 1920, were valued, respectively, at \$3,767,144 and \$ 3,700,446, and during the 12 months ended December, 1919 and 1920, at \$42,798,610 and \$39,462,042, respectively. Figures for January, 1921, show that imports into the United States from Greece amounted to \$ 3,815,362, an increase of \$ 2,433,045 over the same month of 1920, and for the seven months ending January, 1921, to \$ 13,535,509, an increase of \$ 347,742 over the same period of 1920. Exports to Greece from the United States during January, 1921, were valued at \$ 4,936,764 as against \$ 4,046,261 during

the same month of 1920, and for the seven months ended January, 1921, at \$ 19,165,154, as against \$ 27,485,387 during the same period of 1920, a decrease of \$8,320,233. This decrease is chiefly attributed to the Greek exchange which lately fell considerably, and to the fact that there are still unsold stocks of goods imported soon after the armistice.

Rumania a Good Market For American Footwear

Rumania offers a very important market for leather and footwear, says the "Economic Review" of March 4. The kinds of smoother leather most in demand are butt and bend. Those for the best quality boots which are the most sought after are fine velvet, doe-skin, antelope, glace kid, and box calf, black and colored. For common boots, chrome dressed skins have a good sale, as do glace and demi glace sheep and kip in the box style. The Central Powers have accustomed their customers to long credits. At present the usual terms are f.a.s. Marseilles, and at the works, price in francs, and when the order is given a deposit with a bank of 50 per cent of the amount of the invoice. Some Italian firms grant three or even six months' credit. The above conditions very safely be accepted. For first class firms 10 per cent on order, and the balance against documents are usual terms. It should be mentioned that the import of the following goods is prohibited: Superfine skins for gloves roebuck's skin, vellum polish or varnish of all kinds; articles made of superfine leather, even when combined with common kinds, as ladies' bags, purses, cigarette cases; ready made boots, or forms cut out of kid, antelope or mixed leather and silk, leather articles of all kinds for men such as portmanteaus; bags, portfolios, made of tanned ox-hide, calf skin, and of tanned leather of all kinds. Contributed.

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TABLES OF WEIGHTS AND MEASURES

Weights

| Turkish | English | Metric |
|---------------------------|---------------------|----------------------------|
| 1 oke (400 drams) | 2.8264 lbs (pounds) | 1.282 kilogram |
| 1 batman (6 okes) | 16.958 lbs | 7.692 kgs. |
| 1 kantar (44 okes) | 124.3616 lbs | 56.4 kgs. |
| 1 tehke (176 okes) | 497.446 lbs | 225.6 kgs. |
| English | Metric | Turkish |
| 1 lb | .4536 kg | .3538 oke |
| 1 cwt (112 lbs) | 50.8028 kgs. | 39.6263 okes |
| 1 ton, long (2240 lbs) | 1016.047 kgs. | 792.527 okes |
| Metric | Turkish | English |
| 1 kilogram | .78 oke | 2.2046 lbs |
| 1 quintal (100 kgs.) | 77.9845 okes | 1.968 cwt (hundred weight) |
| 1000 kilos | 779.845 okes | 2204.6 lbs |
| 1 muscal (attar of roses) | 1½ drams | 74.171 grains |
| 1 ounce (oz.)—Apothecary | 480 grains | 31.1035 grammes ; |
| 1 „ Avoirdupois | — | 28.34954 grammes |

Linear Measures

| Turkish | English | Metric |
|------------------------------|---------------------------------------|--------------------------------------------------------|
| 1 endazeh, pic (silk) | 25.555 inches | .64908 metre |
| 1 arshin (cloth) | 26.96 „ | .68477 „ |
| 1 arshin (old, land) | 29.8368 „ | .7577 „ |
| 1 arshin (new) | 39.3709 „ | 1.00 „ |
| English | Metric | Turkish |
| 1 yard (3 feet or 36 inches) | .91438 metre (new arshin*) | 1.40868 endaze, 1.33524 arsh. cloth; 1.20672 old arsh. |
| 1 mile (5280 feet) | 1.6093 km. | 2123.8272 old arsh. |
| Metric | Turkish | English |
| 1 metre (new arsh.) | 1.46 arsh. (cloth); 1.31978 old arsh. | 39.37 ins. |
| 1 kilometre | 1,319.78 old arsh. | .62137 mie |

Square Measures

| Turkish | English | Metric |
|--------------------------|--------------------|---------------------|
| 1 sq. arshin (old, land) | 6.1794 sq. ft. | .5741 sq. m. |
| 1600 sq. arshins or | 9887.04 sq. ft. or | 918.56 sq. m. or |
| 1 old deunum | .2269752 acre | .36743 new deunum** |
| English | Metric | Turkish |
| 1 sq. in. | 6.4516 sq. cm. | .001123 sq. arshin |
| 1 sq. ft. (144 sq. ins.) | .092903 sq. m. | .1618 „ „ |
| 1 sq. yard (9 sq. ft.) | .836126 sq. m. | 1.4563 „ „ |
| 1 acre (4840 sq. yds.) | .40468 hectare | 4.4054 old deunums |
| 1 sq. mile (640 acres) | 259.02 „ | 2819.456 „ „ |

| Metric | Turkish | English |
|--------------------|-----------------------------------------|----------------|
| 1 sq. m. | 1 sq. arsh. (new) 1.74 sq. arsh. (old.) | 10.764 sq. ft. |
| 1 are (100 sq. m.) | 1 sq. evlic | 119.6 sq. yds. |
| 25 ares | 1 deunum (new) 2.7216 deunum (old) | .61778 acre |
| 1 hectare | 1 djerib 10.8864 „ „ | 2.4711386 acrs |

Measures of Capacity

| Turkish | English | Metric |
|----------------------|--------------|---------------|
| 1 kileh | 1.18 bushel | 43 litres |
| | Turkish | Metric |
| 1 quart (2 pints) | — | 1.13586 litre |
| 1 gallon (4 quarts) | — | 4.5434 litres |
| 1 bushel (32 quarts) | .8484 kileh | 36.347 „ |
| | English | Turkish |
| 1 litre | .88038 quart | — |
| 1 hectolitre | 2.75 bushels | 2.325 kilehs |

Measures of Volume

| Turkish | English | Metric |
|------------------------|------------------|------------------|
| 1 cubic arshin (ambar) | .5689 cu. yd. | .435 cu. m. |
| | Metric | Turkish |
| 1 cubic yard | 764537 cu. m. | 1.7579 cu. arsh. |
| | Turkish | English |
| 1 cubic metre (stere) | 2.2993 cu. arsh. | 1.308 cu. yd. |

EGYPTIAN TABLE

Weights and Measures. In addition to the metric system the following local weights and measures are in use :

| | |
|-------------------------------------------------------------|---------------------|
| 1 Qantar. | 99.0493 lbs. |
| 1 Rotl | 0.9905 » |
| 1 Oke | 2.75137 » |
| 1 Heml | 550.274 » |
| 1 Ardeb | { 43.255 Gallons |
| | { 5.444 Bushels |
| 1 Keila (¹ / ₁₂ of 1 Ardeb). | 3.63 Gallons |
| 1 Rob (¹ / ₂₄ of 1 Ardeb) | 1.815 » |
| 1 Qadah | 3.630 Pints |
| 1 Feddan | 5,024.16 Sq. Yards. |

*) Note 1 — The new Turkish measures of weight, length, and surface are based on the Metric System. The new unit of length, the metre, is generally designated “yeni” arshin to distinguish it from the old unit, the “eski” arshin. In all the ministries and other government administrations in Constantinople the Metric System is today in practice, though the old measures are still used in some of the provinces of the interior. The Metric System is in use in all the Balkan States.

**) Note 2 — The Mining Law fixed at 15,000 new deunums or 3750 hectares, equivalent of 9266.77 acres, the maximum area for permit.

Foreign Trade of Rumania.

According to the Bulletin Semestriel de la Statistique Commerciale of Rumania, imports into and exports from Rumania during the year 1919 are given below, the values being in lei. The par of exchange of the leu is 19.3 cents. On September 16, 1919 exchange was quoted at 4.375 cents; October 15, 4.80 cents; November 1, 4.4 cents; and December 16, 3.10 cents.

| Classes. | Imports. | | Exports. | |
|--------------------------------------------------------------|----------------|----------------------|----------------|--------------------|
| | Tons. | Lei | Tons. | Lei. |
| Live stock | 778 | 9,055,845 | 1 | 2,300 |
| Alimentary animal products | 16,101 | 246,588,667 | 142 | 1,231,735 |
| Nonalimentary animal products | 490 | 7,140,248 | | |
| Hides, articles thereof | 3,543 | 253,928,028 | 78 | 2,242,680 |
| Furs | 18 | 3,213,270 | 9 | 76,212 |
| Wool and hair, and manufactures thereof | 1,807 | 285,410,484 | 21 | 285,346 |
| Animal waste and various animal substances | 5,569 | 59,859,799 | 54 | 388,108 |
| Silk and manufactures thereof | 250 | 92,909,270 | | |
| Cereals and cereal by-products | 220,149 | 361,939,732 | 2,744 | 2,319,578 |
| Vegetables, flours, seeds, and plants | 9,392 | 59,474,114 | 10,462 | 15,317,937 |
| Vegetable oils | 2,833 | 39,073,025 | 3 | 38,939 |
| Beverages | 1,120 | 11,618,930 | 681 | 2,779,673 |
| Colonial fruits and foodstuffs | 20,966 | 232,951,868 | 656 | 1,597,520 |
| Sugar and manufactures thereof | 19,744 | 149,673,761 | 10 | 81,222 |
| Trees, timber, and manufactures thereof | 8,407 | 39,785,010 | 22,562 | 5,164,335 |
| Vegetable fibers, and manufactures thereof | 19,191 | 886,098,347 | 34 | 1,501,398 |
| Ready-made clothes | 2,704 | 266,940,799 | 3 | 24,462 |
| Paper | 7,112 | 83,191,077 | 10 | 140,800 |
| Celluloid | 11 | 1,564,590 | | |
| Rubber, gutta-percha, vegetable juices | 2,071 | 58,072,022 | 1,856 | 590,490 |
| Mineral water and salt | 983 | 721,347 | 22,370 | 6,032,841 |
| Earth, stones, and products thereof | 1,816 | 6,487,173 | 412 | 90,158 |
| Glass | 3,266 | 28,061,589 | 7 | 26,400 |
| Petroleum and bitumen | 1,948 | 19,939,819 | 44,014 | 63,138,778 |
| Metals, manufactures thereof, and mineral products | 26,191 | 187,369,674 | 2,606 | 384,047 |
| Machines | 7,799 | 93,394,448 | | |
| Vehicles | 1,363 | 28,090,668 | | |
| Shore boats | 4 | 9,850 | | |
| Clocks and watches | 24 | 9,851,077 | 1 | 16,000 |
| Musical instruments | 3 | 208,514 | | |
| Toys | 18 | 621,228 | | |
| Chemical products and drugs | 6,253 | 70,450,735 | 93 | 169,199 |
| Perfumery | 150 | 9,578,693 | | 1,040 |
| Paints and varnish | 909 | 15,102,332 | | |
| Explosives | 522 | 4,568,770 | 50 | 250,000 |
| Total | 393,472 | 3,582,945,633 | 108,879 | 103,891,198 |

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History furnishes abundant proofs that nations which failed to develop their agricultural resources to the point of meeting domestic requirements face a serious hazard. The neglect of its agriculture by the Roman Empire, with consequent dependence upon other nations for vital food supplies, was a contributing factor to its downfall. England during the World War realized the danger of being obliged to rely upon outside sources for many necessary elements in the serious business of feeding her people.

Rome could not multiply the speed of agricultural production when emergency arose. To England's aid in the darkest hour came the farm tractor with its ability to plow all night guided oftentimes by the hands of the gentlewomen whose familiarity with motor cars provided a knowledge of the principles of the gasoline engine.

The hurriedly constructed tractors produced throughout the world by hundreds of small manufacturers of limited resources served as an emergency measure but were unable to cope with later conditions. The problem ceased to be one of production and resolved itself down to selling the tractor idea to the farmers. Present conditions require that the tractors will perform all the work for which they are to be used over a period of years and assurance of a sufficiently powerful organization back of the machines to provide service and parts when emergencies arise, to-day, tomorrow and in years to come.

At this point, the agricultural tractor assumes both a new dignity and an assuredly successful future. Service is established along lines that spell satisfaction to the farmer with-

out loss to the dealer. Repeat sales in communities are based on service well performed.

The tractor does not eliminate horses from the farm but instead opens new channels of profit and efficiency, reducing the hours of farm labor and cost of employment and raising the standard of farm life to the point where it compares favorably with the other modern industries.

Example of hundreds of farms where tractors have paid for themselves within a year eliminate all doubts that better, cheaper and largely increased farm products are brought forth from the soil on modern business principles and with satisfying profits through the employment of the right sort of power farming machinery.

Mr. Lewis Heck of the Constantinople Branch of the export organization of the General Motors Corporation (producers of the world-famed Cadillac, Buick, Chevrolet, Oldsmobile, Oakland, Scripps Booth and Sheridan automobiles, G.M.C. trucks, Delco Light, etc.) when questioned concerning the introduction of Samson tractors and farm implements into the Near East states:

«It is the good fortune and the privilege of the General Motors organization, to day the largest industry of its kind in the world, to send its highly trained agricultural machinery experts throughout the world to make it possible for their fellow men to produce food in abundance and free themselves from the yoke of toil that has for centuries been the lot of the agriculturist. The same code of business ethics to which the General Motors Corporation owes its existence and growth, when applied to the serious business of providing highly serviceable farming machinery, cannot fail to bring the reward of business success to all connected

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with an undertaking at once so vitally necessary to the welfare of the nations of the world and so fraught with sterling commercial worth.

«Interest in the use of tractors is increasing steadily all over the Near East. In December and again early in April official government trials were held in Egypt, at Benha, and at Damanhour. Some 20 different makes of tractors—American and European—were demonstrated at these trials.

«Official or private demonstrations and trials have been held in recent months in Mesopotamia, Syria, Rumania, the Sudan, near Constantinople, etc, and the Bulgarian Government has announced a set of trials for the middle of May. It will thus be seen that the introduction of the tractor and its accessories into agriculture is progressing rapidly.

«A generation ago a man in the United States and a two-horse team

could plow almost two acres a day with harrowing to follow. In Turkey, the area-unit of farm land is the deunum, which is about one-fourth of an acre, or the amount that a yoke of oxen could average in a long day's work of plowing. The human labor going into the production of a bushel of wheat in the United States averages 193 minutes.

«One man with a tractor to-day can do as much as 50 men in the days of Napoleon. With a four-bottom plow and harrow, one man can cover ten acres a day. At harvest time, with the same tractor hitched to two harvesters, he can cut and bind 40 acres of wheat a day. A bushel of wheat under such modern conditions represents 10 minutes of labor.

«In the Near East, where in many regions human labor is today scarce, and where draft animals have been seriously decimated by the war, the

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advantages of using a tractor are too obvious to require further comment.)

Aden Exports to the United States During 1920

(*Consul Addison E. Southard*)

Under normal conditions the United States is distinctly the leading market for the actual products of the Aden district. Exports to the United States during 1920, as certified at this consulate, were valued at \$2,298,926, less than half the total for the preceding year, which reached a value of \$7,394,477. The detailed exports were as follows: Goat and sheep skins, 2,627,652 pieces, valued at \$2,543,532; coffee, 1,431,330 pounds, valued at \$301,790; civet, 20,157 ounces, valued at \$37,108; mother-of-pearl shells, 104,757 pounds, valued at \$27,238; gum myrrh, 42,158 pounds, valued at \$14,356; carpets and rugs, 12 pieces, valued at \$6,730; asafetida, 15,433 pounds, valued at \$3,771; hides, 3,269 pieces, valued at \$2,226; aloes, 7,947 pounds, valued at \$1,943; and miscellaneous articles valued at \$1,132. The bulk of these exports went forward during the first half of the year, there being a decided slump in the export trade of the port during the last half of 1920.

During 1920 the only increases in exports to the United States were in the items of civet and coffee. There was a very important decrease in the leading export of goat and sheep skins, the quantity and value of this item for 1920 being 2,627,642 pieces, valued at \$2,542,632, as against 6,901,174 pieces, valued at \$5,663,168 for the preceding year.

Causes of Decreased Exports to the United States.

The considerable decrease in ex-

ports was largely due to the great falling off in demand from the United States and to the high exchange value reached by the Indian rupee, the local currency unit. During the first part of the year the rupee reached an exchange value of approximately \$0.49 in United States currency, as against its normal exchange value of \$0.3244. At the end of 1920 the rupee had decreased in exchange value to below \$0.30 and has not yet recovered normal. Notwithstanding this favorable exchange rate, the beginning of the new year has not seen any noticeable improvement in the export trade. Considerable supplies of the various raw products exported from this district are available, but prices remain reasonably firm owing to the conviction of local exporters that the American demand for goat and sheep skins, coffee, mother-of-pearl shells, and other local products is about to reopen.

European Sugar Shipments

In a special overseas trade number the Stock Exchange Gazette (London) discusses the outlook for the sugar harvest of Europe at some length. In that journal's opinion several of the Central European countries will be self-sustaining in the matter of sugar this season, though Germany has not yet reached that point, nor has France.

In the beet countries of Europe there is every probability of increasing yields of sugar, but respecting cane sugar there is more uncertainty. German raw-sugar factories are fully occupied, and the quality of the harvested beet is stated to be, on the average, better than last year. A yield of 22 to 23 million hundred-weight of sugar appears certain—an

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increase of 6 to 7 millions over 1919. This yield, however, will not obviate the necessity of Germany continuing to import sugar for its own needs.

In Australia, also, there is prospect of a good harvest, but here, again, domestic requirements will not be satisfied without imports. In Czechoslovakia the harvest is estimated to reach 17 to 18 million hundredweight, a result which will permit between 9 and 10 millions being exported; it is stated that contracts for the sale are now being made. In Yugoslavia the government has established a monopoly for financial reasons and because of insufficient home production. Hungary anticipates an improved crop, which, however will, not obviate the necessity of imports.

Poland should have 1 to 2 million hundredweight for export. In Scandinavian countries a sufficiency for domestic consumption is expected,

but no surplus, and the same conditions apply to Holland and Belgium. The production of France is estimated to reach 6 million hundredweight, against $3\frac{1}{2}$ millions last year; France, however, requires 18 million hundredweight annually. Italy and Spain will produce enough for their needs.

Declared Exports from Aleppo, Syria to United States for Last Quarter of 1920

(Vice Consul Digby Wilson)

The declared exports from Aleppo, Syria, to the United States for the quarter ended December 31, 1920, as per statement below, was \$135,679, or a decrease of \$212,768 compared with the same quarter of 1919. This decrease was caused by the dimin-

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ished wool export during the December quarter, 1920.

The export movement of pistachio nuts, one of the large export commodities of the district, was valued at \$107,821 for the last three months of 1920 as compared with \$98,177 for the same period of 1919.

The political situation still remains the cause of the dullness of the north Syrian markets, especially in exports. The uncertainty of communication which has existed for the past six months naturally diminishes the exportation of surplus commodities, such as wool, skins, hides, guts (casings), and other items coming from the interior points, such as Aintab, Ourfa, Mardin, Diarbehzir, etc.

Principal Articles Shipped to United States.

The declared exports to the United States during the three months ended December 31, 1920, were as follows:

| Articles. | Quant. | Value |
|-----------------------------|---------|---------|
| Apricots. Pounds | 2,267 | \$ 167 |
| Butter, sheep. .do. | 840 | 485 |
| Handkerchiefs. .dozen | 20,411 | 21,205 |
| Honey. pounds | 340 | 66 |
| Linen. yards. | 15,500 | 3,018 |
| Mint. pounds | 21 | 7 |
| Peas, chick. . . pounds | 1,417 | 115 |
| Pistachio nuts. do. | 377,070 | 107,821 |
| Rugs pieces. | 45 | 2,087 |
| Wool. pounds | 2,896 | 708 |
| Total. | | 135,679 |

Mesopotamia's Future.

(*"The Times" London*)

After playing an outstanding part in Mesopotamian development for 2½ years as Civil Commissioner, Lieutenant-Colonel Sir Arnold Wilson is shortly returning to Baghdad to become resident director of Messrs. Strick, Scott, and Co., the managing

agents for the Anglo-Persian Oil Company and other concerns. The lecture he gave recently to the central Asian Society, London, shows that his optimism is tempered by his close knowledge of the conditions essential to making Mesopotamia a really prosperous country. He describes it as no El Dorado.

For good reasons Sir Arnold Wilson sees no solution of the problem in immigration from other Asiatic countries. Given a large, industrious, and peaceable population, he said, Mesopotamia could become the granary of Asia; but without law and order and communications and some measure of Western civilization, the population cannot increase much beyond its present limits.

There are immediate assets capable of development. The export of dates from Basra, now amounting to from £1,500,000 to £2,000,000 annually, could be doubled in Sir Arnold's opinion within the next decade. The water and the land are there, and once the canals have been made with the assistance of dredgers, labour for the rest of the work can be obtained. Fresh markets must be found, the Arabs must be taught to grow dates better, and we must learn ourselves to pack them better. He holds that there is a great chance for economic enterprise.

The average quantity of cereals exported before the war in a good year was about 100,000 tons from an annually cultivated area of about half a million acres; but it was a poor class of cereal that was exported and had a bad name on the market—the barley because it was mixed with dirt, and wheat because it was mixed with barley. Sir Arnold said that the Agricultural Department, which has already done much, could double the value of the output of the existing acreage if given a free hand, by select

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ing the best local varieties, importing and acclimatizing others.

Cotton was described as having made a very good beginning; flax has been proved to do well; the silkworm formerly flourished, and sugar beet is a possibility. Wool to the value of £250,000 is exported. This, too, can be improved, as also hides, but the late Civil Commissioner looks forward to the better plan of starting a local leather and woollen industry. Oranges, he thinks, cannot be exported till the railway reaches the Persian highlands, when the two countries, whose inhabitants are fond of fruit, will exchange large quantities of fruit and vegetables.

As to oil, it exists at Hit, Mosul, and near Khanikin, but is almost inaccessible from the coast. A 500 mile pipe line will be needed and that requires stable conditions and the certainty of large amounts of oil.

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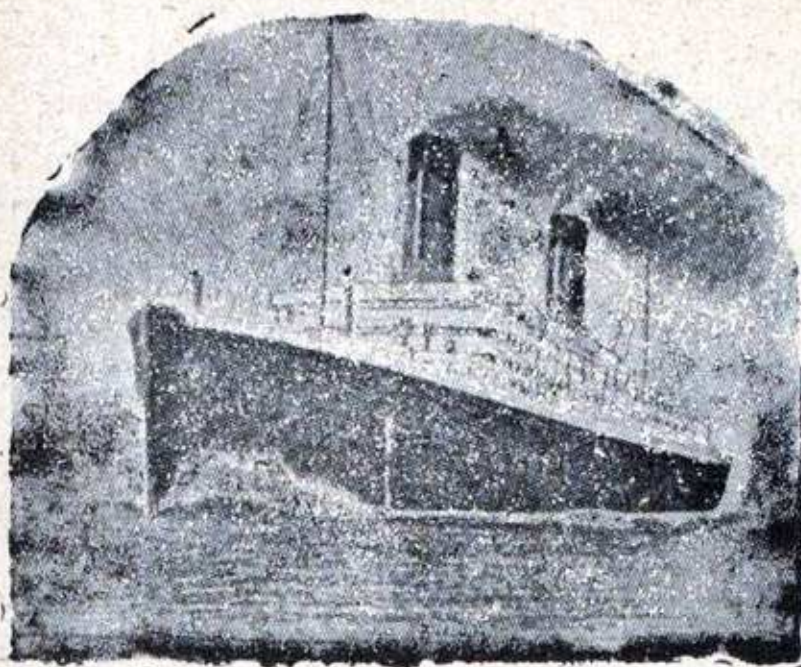
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ASIA MINOR TRADE

The Constantinople newspaper, *Aksham*, has published some statistics on the trade of Anatolia during the last ten months since the inner territory has been under the control of the Nationalists. Adalia, on the southern coast of Asia Minor, has been the principal port on the south, the road to the central plateau passing through the so-called Italian concession, and merchandise reaching the railroad at Afion-Karahissar after a four to eight days' trip, according to method of transport. On the Black Sea are the ports of Trebizond, Samsoun, Ineboli and Zonguldak.

The highway from Ineboli to Angora is receiving the attention of the Great National Assembly at Angora and work on its improvement is already started. Erzerum is the center of transit between Anatolia and Persia.

The principal articles of export of Asia Minor are wool, mohair, hides and skins, wheat, barley, coal, flax, silk, olive oil, meerschaum, nuts, &c. At present there is considerable stock of wool, mohair and grain in depots. Anatolia receives as imports cotton and woolen goods, coffee, sugar, hardware, agricultural implements, dishes, glass, &c. Angora has taken the lead of the Asia Minor towns in installation of electric light and telephones, but the Nationalist government has planned the extension of such improvements to other centers of the interior. Road improvement, factory construction, and agricultural development and mine exploitation with modern methods also enter into the program, which now seeks a source of supply of appropriate articles for each of these enterprises.

Exports:

| PORTS | Weight in kilog. | Value in Turkish Liras | Customs Duties collected |
|---------------------|---------------------|---------------------------|-----------------------------|
| Adalia | 3,687,027 | 4,246,301 | 500,618 |
| Trebizond | 2,804,349 | 1,515,132 | 293,167 |
| Samsoun | 7,471,473 | 4,964,284 | 991,784 |
| Erzeroum | 3,119,935 | 1,177,932 | 56,640 |
| Zonguldak | | | 25,970 |
| Total | 19,082,784 | 11,903,649 | 1,868,179 |

Imports:

| PORTS | Weight in kilog. | Value in Turkish Liras | Customs Duties collected |
|---------------------|---------------------|---------------------------|-----------------------------|
| Adalia | 12,767,899 | 7,054,518 | 114,317 |
| Trebizond | 5,669,070 | 1,408,035 | 86,871 |
| Samsoun | 3,105,477 | 711,021 | 153,483 |
| Erzeroum | 35,886 | 44,248 | 852 |
| Zonguldak | | | 366,807 |
| Total | 21,578,332 | 9,317,822 | 722,330 |

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Trade conditions in Turkey

In a statement to members of the Manufacturers' Export Association Mr. Horace Mason Day, of the American Foreign Trade Corporation, on a recent visit to New York, gave certain interesting information on trade conditions in Turkey.

Mr. Day said that general trade conditions in Constantinople were in a bad state due to the fact that the hinterland was closed to operations as a result of the Bolshevik regime. Some business, he said, was being done with certain of the Russian cooperative societies, who, in some instances, tendered gold in payment, and in others raw materials, which could be taken up at such prices as to insure a return of money, and in a few cases a profit. The business was, however, on a very small scale as

compared with the business of normal times.

According to Mr. Day the Turkish Nationalists are in control of such important ports as Samsun and Trebizond, which are the ports through which merchandise for Anatolia would ordinarily pass. This military party, however, is friendly toward Americans, which facilitates a certain amount of business being done. The exchange situation in Rumania and Bulgaria restricts trading with these countries at the present time.

"The American exporter, however, has made the same mistake which he has so often made in other countries," said Mr. Day, "namely, that of shipping merchandise to those countries, which they were not used to, were not acquainted with, and did not understand how to use. The result is that the stocks in that part of the country awaiting liquidation are of a very considerable volume.

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≡≡≡ the Banco di Roma ≡≡≡

PERA: Grand' rue, N° 351,
≡ opposite the "Bon Marché". ≡



"The financial condition of the Turkish Government is, of course, critical at the present time, as revenues have practically all been cut down as a result of the serious decrease of business and the conditions due to the controversies existing between the Turkish Nationals, and the Greek forces and the Soviet in the south of Russia.

"It is generally felt, however, that the worst point of the crisis has arrived, and that therefore conditions must improve shortly. Turkey has a very bright outlook, and American manufacturers should realize the enormous possibilities of that country, with its millions who must be clothed and with the large amount of machinery and equipment needed there. During the last five or six years machinery and equipment there have almost entirely been worn out or destroyed as a result of constant warfare".

"American interests are to be congratulated on having such Americans as their High Commissioner, Admiral Mark L. Bristol, and their Consul General, B. G. Ravendal, to represent them in Turkey. Their untiring efforts to make American commerce an important factor there coupled with the efforts of American houses interested in that field, and those who will soon become alive to their interest there, should eventually lead to entire success."

The American Foreign Trade Corporation has gone into the Near Eastern market in energetic style, Mr. Day reported.

Constantinople Market

During the early part of April trade passed through a period of marked slackness even for this time of commercial crisis. With an unfavorable exchange persisting, mer-

chants refused at first quite universally to respond to the attractive fall of prices for items in the western sources. During the month demands increased, and a more hopeful spirit pervaded the market, though the political situation in Anatolia and Russia showed no definitively encouraging change. Cotton goods (cabot) at the lower prices have been arriving, and Rumania and Bulgaria have taken considerable lots, and some has reached the territory further to the north, Ukrania; certain stocks of shoes have gone to that region also. Spasmodic attempts in trade in the Caucasus and through Novorossisk have brought only fair results. Reports state the needs of the country, and the favorable attitude of the administration especially in the Caucasus but the disorganization has left the country handicapped for foreign trade in stocks and means of transportation; the retrieving of

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commerce is being found a slow process.

On May tenth the dollar (check) stood at piast. 123.5 (Lt. 1.00 at 81 cents), the £. at 493 piasters, and the Greek drachma, 20 drachmas at 93 piasters; a month previous the dollar was quoted at 145 piasters, the £ at 582 piasters, and 20 drachmas at 212 piasters. The rise of the Turkish Lira was a welcome change in commercial circles. However, the Turkish pound is again quoted at 76 cents, the £ at 530 piasters and the 20 drachmas at 160.

IMPORTS

FLOUR. No arrivals for May until the end of the first fortnight when the Massilon Bridge brought 32,000 sacks, and the Urbino 4,500 sacks of Durham; other boats are expected shortly.

There is no "Gold Medal" on the market; Nelson is quoted at Ltq. 10.

00 per sack of 63.5 kilos; Durham at 7.25; Native, extra, at Ltq. 10.00 the sack of 72 kilos, and Bulgarian at 9.75 the sack of 63.5 kilos.

Corn flour stands at Ltq. 4.00 for sack of 63.5 kilos.

SUGAR. Prices rose from the first to the middle of April and have returned at mid-May to the following quotations:

Customs unpaid:

Granulated, £ 40, the ton

Loaf, 46. " "

Customs paid:

Granulated, Lt. 32, the 100 kilos.

Loaf, 39, " " "

Tendency to drop but effort to sustain price.

COFFEE. Market feeble.

RICE. American blue rose, customs paid, at 25 piast. the oke;

Saigon, customs paid, at 17 piast.

OLEO MARGARINE. 61-63 piasters the oke, customs paid. Stocks low.

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Reçues à la Chambre de Commerce
et au Consulat Général des Etats-Unis d'Amérique
à Constantinople et à Salonique

| ADRESSES des Maisons Américaines. | Nature de l'Offre. |
|-----------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| American Wood Working Machinery Co., 591 Lyell Avenue, Rochester, New York. | Toutes sortes de machines à travailler le bois. |
| American Utilities Co., St. Joseph, Michigan, | Lampes à alcool et autres systèmes d'éclairage. |
| American Manufacturers Export Association, 160 Broadway, New York. | Désire mettre en relations avec des commerçants de Salonique certains de ces membres producteurs d'alcool. |
| American Lady Corset Company, Inc., Detroit, Michigan. | Corsets. |
| Automotive Tractor Corporation of America, Frederick, Maryland. | Tracteurs utilisant l'automobile comme force motrice. |
| B. F. Avery & Sons, Station E. Louisville, Kentucky. | Tracteurs et machines agricoles. |
| M. H. Avram & Co., 360 Madison Avenue, New York. | Installations industrielles. Entretien des installations complètes de fabriques à l'Etranger. |
| Barios & Co., 454 California Street, San Francisco, California, | Exportateurs de riz et céréales. |
| Agar Bernson Corporation, 23-25 Beaver Street, New York. | Accessoires pour machines à carder. |
| Frederick Blank & Co., 140 Nassau Street, New York. | Exportateurs d'alcool et de cabot |
| The Brunswick-Balke-Collender Co., 29-35 W/o 32nd Street, New York. | Phonographes pour salons et accessoires. |
| C. N. Cady Co., Canastota, New York. | Moteurs marins. |
| Central Oil & Gas Stove Co., 45 East 17th Street, New York. | Poêles et réchauds de toutes sortes. |

Champion Machinery Co.,
Export Department,
15 Park Row, New York.

Chicago Portrait Co.,
509 S. Wabash Avenue,
Chicago, Illinois.

The Cincinnati Time Recorder Co.,
Cincinnati, Ohio.

The Cleveland Brass Manufacturing
Co., 4606-4700 Hamilton Avenue,
Cleveland, Ohio.

Arthur J. Dunkle Co.,
50 Church Street, New York.

The France Manufacturing Co.,
Berea Road & W. 104th Street,
Cleveland, Ohio.

The Faultless Rubber Co.,
Export Department,
Ashland, Ohio.

Geneva Cutlery Corporation,
Geneva, New York.

Grossman & Zeiger,
1676 2nd Avenue, New York.

J. M. Gottesman & Co.,
34 Avenue de l'Opéra,
Paris, France.

Haynes Automobiles Co.,
Export Department,
1715 Broadway, New York.

B. F. Avery & Sons,
Station E.,
Louisville, Kentucky.

Frederick Blank & Co.,
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ticles de pharmacie.

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Exportateurs d'alcool.

Automobiles

Machines Agricoles.

Exportateurs de Cabots et cottonades.

Cachets en plomb pour emballage.

Camions et camionnettes.

Accessoires d'automobiles.

Exportateurs d'oranges, citrons et ce-
drats.

| | |
|-------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|
| Consumers Products Corp., 65-66 Oliver St. Boston, Massachusetts. | Vente de produits pharmaceutiques, produits chimiques, huiles, et pro- duits alimentaires, importateurs. |
| De Courcy Browne 120 Broadway, New York. | Importateur de minerais, chromium, manganese et vanadium. |
| The Foreign Trade Co., 1 Montgomery Street, San Francisco, Calif. | Désire se mettre en communication avec des agents dans le proche Orient. |
| John M. Hale-Boardman, Inc., 120 Liberty St., New York. | Manufacturiers de clous en bois et de cure-dents en bois. |
| Justrite Manufacturing Co., 2061-2081 Southport Avenue, Chicago. | Manufacturiers de lampes d'acetylene de toutes les dimensions ainsi que des nouveautés de quincaillerie. |
| Kirkegaard, Finch Co., 2 Stone St., New York. | Désire se mettre en communication avec agents dans le Proche Orient. |
| Oneida Motor Truck Co., Green Bay, Wisconsin. | Manufacturiers de camions. |
| The Mohawk Rubber Co., Akron Ohio. | Manufacturiers de pneus pour des au- tomobiles, camions, etc. |
| Technical Products Co., 501 Fifth Avenue, New York. | Manufacturiers d'évaporateurs. |
| Thompson-Plaster Co., Inc., Leesburg, Virginia. | Manufacturiers de Rayon X et appa- reils electro thérapeutiques. |
| G. F. Wellington & Co., 500 Fifth Avenue, New York. | Exportateur-Importateur. Désire se mettre en communication avec des agents dans le Proche Orient. |

NOTA. — *Les reponses aux offres doivent être envoyées directement aux adresses mentionnées ci-dessus.*

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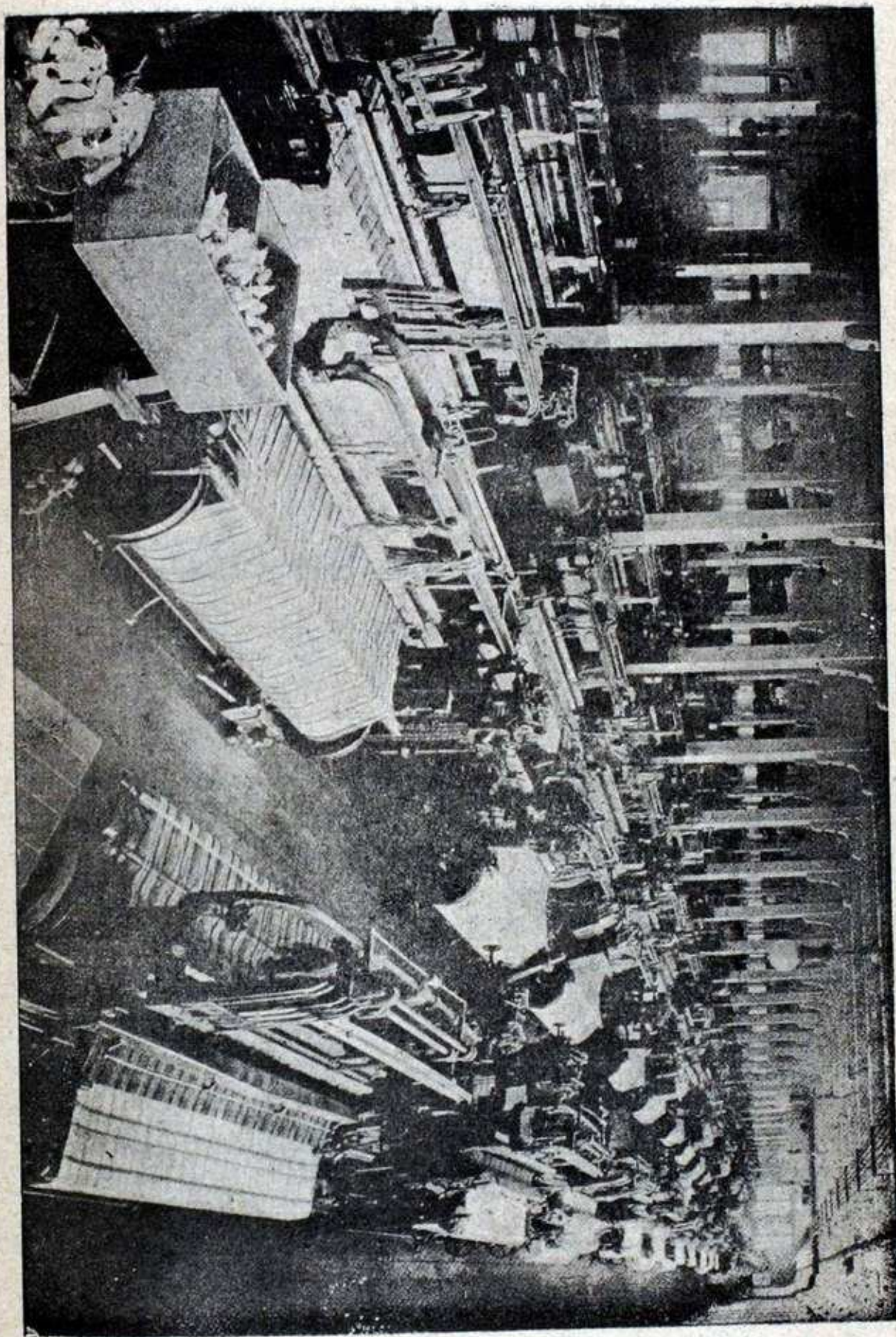
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Trade Fair in Syria.

On April 30th General Gouraud presided at the ceremony of the opening of the Trade Fair at Beirut, Syria. The French, who claim special contact with this region, have inaugurated this event as the first of a series of annual trade fairs for Syria. Although this is essentially a French enterprise, privileges have been secured by other nationals for exhibits.

Through the American Consul of Beirut, Mr. P. Knabenshue, several booths have been allotted for the display of American goods. Although notice was late in being circulated, the greater number of American firms with branches in the Near East have sent some representative exhibit to the fair.

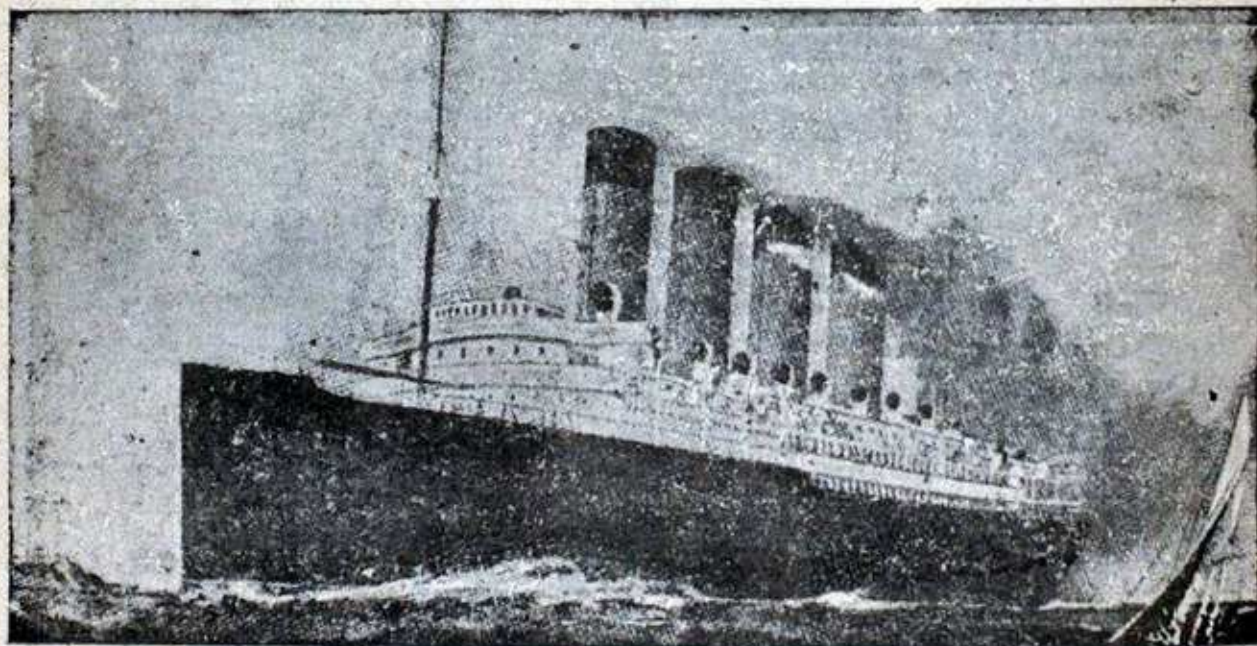
The United States Trade Commissioner Julian E. Gillespie, now on a trip of survey in the eastern Mediterranean was present at the opening of

the Fair to assist in arrangements for American exhibitors.

PERSONALIA

Lewis Heck, Second Vice President of the Chamber at Constantinople, has recently been appointed Manager for the Near East of the General Motors Export Company. Since his return to the Levant a year ago Mr. Heck has spent the greater part of the time in a thorough survey of this field and has brought the General Motors into active touch with the markets of the territory. He left Constantinople the latter part of April for an extended tour through the Balkans, whither he carries also the interest of the Chamber. Mr. J. H. Dickman, former manager of the firm for the Levant, has returned to London.

Paul R. Cook, mining and metallurgical engineer, came down to Con-



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Constantinople from Sofia, Bulgaria, the first of May. Mr. Cook has been engaged in study of Bulgaria's mineral resources the past year, and brings reports that ought to attract American capital to a field but slightly touched, easily worked, and in development of which government favor offers largest encouragement; he states that Bulgarian mining laws are the most favorable of any on the continent.

Hayden T. Hawthorne, Vice President of the General Alcohol Export Corporation, was in Constantinople the latter part of April. The Corporation has given considerable attention to the Levant field since the armistice. Mr. Hawthorne went on to Alexandria from Constantinople.

Mr. J. Joris, of the Vacuum Oil Company, who has been representing the Company in the upper Balkans, is making a short business stay with the agent at Constantinople, Mr. E. Verzura.

Oscar Heizer, former consul at Jerusalem, has been appointed to special duty at Constantinople. Mr. Heizer returns to the city after the occupation of various strategic consular trade posts in the Near East, which have given him intimate contact with commercial movements in all quarters of the Turkish Empire. At each one of the posts Mr. Heizer has continued his earnest interest in and valuable support of the work of the *American Chamber of Commerce*, which now welcomes his return to Constantinople, though it regrets the loss of his activity in the "frontier region".

Willand H. Ashton, of the Associated Stores Corporation, is now in Constantinople after a trip through

Syria. The Corporation is particularly interested in the unique products of the Near East and Miss D. Esther Baugh has been for some time in this territory on buying trip. Mr. Ashton's business house is at Rockford, Illinois, but the corporation has opened New York offices to facilitate foreign trade.

Campbell Laing, representative of Swift & Company, well-known American packers, has reached Constantinople on an extensive trip of inspection of the eastern European market. American oleo margarine trade has made large development during the years since the armistice, and the Swift brands are most favorably known in the Levant market.

Mr. W. Hornbaker, European representative of the Hershey Chocolate Company, is in Constantinople on special business for his company. Mr. Hornbaker states that the Greek market has been most favorable to his goods, and that despite serious competition at Constantinople, the company's chocolate products "direct from the farm" have found a ready sale here.

Messrs. A. L. Smith and P. Swan, of Haskins & Sells, certified public accountants, with offices at Paris, were in Constantinople the early part of April on auditing business for the firm. Haskins & Sells have offices in all the larger cities in the United States, and branches reach out to London and Paris, and in the Far East to Shanghai. In New York the firm has recently purchased a twelve-story building on West 39th street to provide for their expanding business, and in London has moved to 7 Wormwood Street, Old Broad Street, for more adequate accommodations.

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TABLE OF CONTENTS

| | Page |
|----------------------------------------------------------------------------------------|-------------|
| The City and Port of New York | 339 |
| The Textile Trade Situation in the Levant..... | 346 |
| Outlook in Marsovan District, Anatolia..... | 350 |
| Le cabot tête indienne..... | 352 |
| Foreign Trade of Egypt for 1920 | 354 |
| American Colleges in the Levant | 360 |
| Letter from Persia..... | 364 |
| Motor Vehicles in Syria..... | 366 |
| Bulletin Financier..... | 368 |
| Defrauding Exporters Punished | 370 |
| The Technique of Foreign Trade..... | 372 |
| United States Trade with Greece..... | 382 |
| Table of Weights and Measures..... | 384 |
| Foreign Trade of Rumania | 386 |
| Farm Tractors | 388 |
| Aden Exports to the United States during 1920..... | 392 |
| European Sugar Shipments | 392 |
| Declared Exports from Aleppo, Syria to United States for Last Quarter of 1920 | 394 |
| Asia Minor Trade | 400 |
| Trade Conditions in Turkey..... | 402 |
| Constantinople Market | 404 |
| Bulletin des Offres Commerciales | 408 |
| Trade Fair in Syria | 412 |
| Personalialia..... | 412 |

ILLUSTRATIONS

| | |
|----------------------------------------------------------------|-----|
| Petite Section de la Nashua Mills, Etats Unis d'Amérique | 325 |
| Constantinople College, on the Bosphorus..... | 362 |
| Un des ateliers de tissage dans la Nashua Mills..... | 411 |

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| Avedikian Frères, Importers | Smyrna, Turkey. |
| Avery Co., Exporters | Peoria, Ill., U.S.A. |
| Balit, Charles, & Co., Imp. | Aleppo, Syria. |
| Balladur, Paul J., Importer, P. O. Box No 161 | Smyrna, Turkey. |
| Cornfield & Goldstein, Imp., Stamboul | Constantinople. |
| Debbas, Jean, Importer | Tarsus, Turkey. |
| Dizengoff, M., Importer | Jaffa, Palestine. |
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| General Motors Export Co. | Constantinople. |
| Hindié, Elias, Importer | Aleppo, Syria. |
| Holt Caterpillar Co., Exporters, 50 Church St | New York. |
| International Harvester Co., Exporters | Chicago, U.S.A. |
| "Labor" Societa Anonima de Comert si Industrie. | Bucarest, Roumania. |
| Laughton, C., & Co., Importers. | Constantinople. |
| Levant Iron & Machinery Co., Ltd., Galata. | » |
| Lorey, Guillermo, Import. Djemaat Han, Rue Havra | Constantinople. |
| Loutfalla, Georges, Importer | Adana, Turkey. |
| Lykiardopoulos, A., Fils, Importers. | Mersina, » |
| Near East Commercial Co., Minerva Han, 20, Gal. | Constantinople. |
| Nergararian, H. G., Importer | Varna, Bulgaria. |
| Nergararian, H., Importer | Constantinople. |
| Nowill, Sidney, & Co., Importers, Kevork Bey Han | » |
| Selian, R. B., Importer | Mersina, Turkey. |
| Schmidt, Jan C. C., Imp., Djemaat Han, Rue Havra. | Constantinople. |
| Shabandar, Mahmoud, Imp., | Bagdad, Mesopotamia. |
| Société Suisse de Commerce pour la Syrie | Aleppo, Beirut, Syria. |
| Soussa, Ibrahim, & Co., Imp., Bedjidian Han, Galata. | Constantinople. |
| Standard Commercial Export & Finance Corp. 120 Broadway | New York. |
| South Bend Chilled Plow Co., Exporters | South Bend, Ind., U.S.A. |
| Whitman Agriculture Co., Exporters | St. Louis, Mo., U.S.A. |

Alcohol

| | |
|-----------------------------------------------------------|-------------------|
| Sharilaou, Epam, Exporter, Pasmazoglou Building | Athens, Greece. |
| Hellenique Wine & Spirit Co, Exporters | » » |
| Kabbaz, P. A., & Co. Importers | Aleppo, Syria. |
| Levant Trade Bureau, Sinasson Han, No. 2 | Constantinople. |
| Levy, Marco, & Fils, Import. & Export. Galata | Constantinople. |
| Molho, Isaac, Importer | Saloniki, Greece. |
| Voss Alcohol Export Corporation | New York. |

Almonds

| | |
|--------------------------------------|-----------------|
| Mégarbané, G. H., Exporter | Aintab, Turkey. |
|--------------------------------------|-----------------|

Aniline Colors

| | |
|-------------------------------------------------------------|----------------|
| American Aniline Products, Inc., 80 Fifth Avenue, | New York. |
| Dwek Cousins, Importers. | Aleppo, Syria. |

Antiquities

| | |
|---------------------------------------------------------|------------------|
| Haïm, S., Musée Oriental, Kabristan 14, Péra | Constantinople. |
| Panayotoglou, Avraam V., Exporter, Serai Emir | Teheran, Persia. |

Army Materials

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

Arsenal Machinery

| | |
|---------------------------------------------------|-----------|
| Niles-Bement-Pond Company, 111 Broadway | New York. |
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Attorneys-at-Law

| | |
|------------------------------------------------------------|------------------|
| Barsamian, Dicran B., 65-68 Bahktiar Han, Galata | Constantinople. |
| Shadarovian, Djemil, | Aleppo, Syria. |
| Gulmezian, L., Merkez Rihtim Han | Constantinople. |
| National Credit Corporation, Title & Trust Bldg | Chicago, U.S.A. |
| Vassileff, Grigor | Sofia, Bulgaria. |

Automobiles

| | |
|--------------------------------------------------------------------------------|-----------------------------|
| American Foreign Trade Corporation | Alexandria, Constantinople. |
| Avigdor, N. S., Messadet Han, Sirkedji | Constantinople. |
| Baladur, Chas. P., Importer, P. O. Box No. 161. | Smyrna, Turkey. |
| Brown, Welles & Co., Gumushlu Han, 2d, Gal. | Constantinople. |
| Demaras Bros., Importer, 4 Philellinou Street | Athens, Greece. |
| General Motors Export Co. | Constantinople. |
| General Motors Export Corp., 57th & Broadway | New York. |
| Hadkinson, Arsan, & Co. Imp. | Aleppo, Syria. |
| Keller, E. Theodor, | Athens, Greece. |
| Lorey, Guillermo, Imp., Djemaat Han, Rue Havra | Constantinople. |
| Schmidt, Jan C. C., Imp., Djemaat Han, Rue Havra. | » |
| Standard Commercial Export & Finance Corporation Macri Han, Galata. | » |
| Studebaker Corporation, The, Mfrs. & Exporters | South Bend, Ind., U.S.A. |
| Vrioni, Pan. D., Importer, 4 Dephes Street | Athens, Greece. |
| Wichita Falls Motor Co., Mfrs. & Exporters | Wichita Falls, Tex., U.S.A. |
| Shabandar, Mahmoud, Imp., | Bagdad, Mesopotamia. |

Bakers' & Confectioners' Supplies.

| | |
|-----------------------------------------------------|-----------|
| Jaburg Bros., 1 & 3 Worth St | New York. |
| United Confectioners' Supply Co., 561 Greenwich St. | » » |

Banks and Bankers

| | |
|--------------------------------------------------------------|--------------------------|
| American Express Co., 17 Piazza Nunziata | Genoa, Italy. |
| American Express Co., 65 Broadway | New York. |
| Asfar & Co., | Bagdad, Mesopotamia. |
| Assayas & Co., Jossifidi Han, St. | Constantinople. |
| Athanassiades, Bodossaki, Hovaghimian Han 2, Gal. | » |
| Banca Commerciale Italiana | » |
| Banca Romana, Soci t  Anonyme | Braila, Roumania. |
| Banca Romana, Palais de la "Generala" | » » |
| Banque d'Ath nes. | Constantinople. |
| » » | Athens, Greece. |
| » » | Saloniki, Greece. |
| » » | Smyrna, Turkey |
| Banque Commerciale de Palestine | Jerusalem, Palestine. |
| Banque G n rale de Commerce et de Cr dit, Stamb. | Constantinople. |
| Banque Imp riale Ottomane | » |
| Banque Imp riale Ottomane, 7 rue Mayerbeer | Paris. |
| Banque d'Orient, Sophocl s Street | Athens, Greece. |
| Banque de Pir e | Piraeus, Greece. |
| Banque Populaire | Athens, Greece. |
| Banque de Salonique. | Constantinople. |
| Bulgaro-American Bank. | Sofia, Bulgaria. |
| Capayannides, G. | Trebizond, Turkey. |
| Catafago, Alexander, Manager of the Banco di Roma | Aleppo, Syria. |
| Chamarakis, E. D. | Rethymno, Crete, Greece. |
| Commercial Bank of Greece | Athens, Greece. |
| Corneille & Co. | Aleppo, Syria. |
| Dagher, Bustros, & Co., | Beirut, » |
| Demaras Brothers. | Athens, Greece. |
| Eliasco Fils, Havouzlou Han, 4 Sultan Hamam | Constantinople. |
| Eliasco, J. C., c/o Bank of Athens | Athens, Greece. |
| Fattal Khalil & Fils, | Damascus, Syria. |
| Fotiadi, Alexandre D., 44 Buyuk Yeni Han, Stam.. | Constantinople. |
| Great Lakes Trust Co. | Chicago, Ill., U. S. A. |
| Guaranty Trust Company of New York | Constantinople. |
| Jaroslawsky, S'imon A., Banker at Odessa | Odessa, Russia. |
| L vy, Juda Gabriel | Janina, Greece. |
| Mitrani, Semtov, Banker, Sigorta Han Galata, | Constantinople. |
| National Bank of Greece. | Athens, Greece. |
| Nicolaides, Louis, c/o Banque d'Orient | » » |
| Patrikios, A. S., & Fils, 12 Omer Abed Han Galata, | Constantinople. |
| Phostiropoulo Fr res | Trebizond, Turkey. |
| Photiades, Theodore, 82 Wall St. | New York |
| Sabbag & Fils | Beirut, Syria. |
| Th ophylactos & L ontid s. | Trebizond, Turkey. |

Barley and other Cereals

| | |
|------------------------------------------|-----------------|
| Barff, P. G., & Co., Importers | Smyrna, Turkey. |
|------------------------------------------|-----------------|

Beds

The Simmons Company, Manufacturers Kenosha, Wis., U.S.A.

Beer

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

Belting

Balcan America Imp Exp Anadol Han, 32, 33, Stamb. Constantinople.

Laughton, C., & Co., Imp., 42 Perchembé Bazar. »

Bicycles & Sundries

Emblem Mfg Co. New York.

Blowing

Southwark Foundry & Machine Co., Wash. Av. & 5th St. Philadelphia, U.S.A.

Boots and Shoes

Abdeni, G. G., & Co., Imp. Aleppo, Bagdad, Turkey.

Baker, G. & A., Ltd., Imp., Gde. Rue de Pera. . . Constantinople.

Balkan-American Trading Co. 110 West 34 th. st. . . New York.

Brown Shoe Co., Inc., Mfrs. & Exp., 1018 Wash. Av. St. Louis, Mo., U.S.A.

Cornfield & Goldstein, Imp., 37 Topalian Han, Stamb. Constantinople.

Daoud & Abdo, Importers Beirut, Syria.

Elkiatib, Abbas, Imp., Elkiatib Han. Constantinople.

Elkiatib, Salim, Importer, Elkiatib Han »

Fulias & Company, Imp., Abid Han, Gal. Constantinople.

Kleyff, Vladislav, Imp., Inayet Han, Galata. »

Lane, Reggio & Co., Inc. Smyrna, Turkey.

Lascaris, Michel, Importer, Emin Bey Han 19, St. . Constantinople.

Mayer, A., & Co., Galata. »

Molho Frères, Importers Saloniki, Greece.

Orosdi-Back, Etablissements, Importers Constantinople.

Salviche, Moïse, Imp., Tophané, Rue Tabachané. »

Skender, Krikor, Exporters. Bagdad, Turkey.

Tambakis, E. C., Importer. Smyrna, Turkey.

Tchilinguirian, G., Imp., 42/3 Turkia Han, Stamb. Constantinople.

Butter

Djenandji, Michel & Mansour, Exp. Aleppo, Syria.

Georgiades Bros., & Co., Exporters. Saloniki, Greece.

Near East Commercial Co., Minerva Han, 29, Gal. . Constantinople.

Pantsalis, A., & Fils, Zindan Kapou, 4, Stamb. »

Builders & Naval Contractors

The British Slip-way and Repairing Yard, Djibaly. Constantinople.

Canary Seed

Levant Products Trading Co., Imp., 38-40 W. 32nd St. New York.

Stock & Mountain, Phillipidès Han, Stamboul . . . Constantinople.

Candles

Errera, Isaac G., Importer Saloniki, Greece.

Carpenters

Psalty, Geo. J., Rue Cabristan, Péra Constantinople.

Carpets and Rugs

| | |
|--------------------------------------------------------------|------------------|
| Chasseaud, F. W., Exporter, Agopian Han, Galata | Constantinople. |
| Dwek Cousins, Exporters | Aleppo, Syria |
| Griffitt, W., & Company, Manufacturers | Smyrna, Turkey. |
| Gulbenkian Bros. & Co., Exp. Gulbenkian Han. | Constantinople. |
| Haïm, S., Musée Oriental, Kabristan 14, Péra. | » |
| Hirschowitz & Gracial, Stamboul | Constantinople. |
| Kaftanizadé Frères & Cie, Mader Han 7/10, Galata.. . . . | Constantinople. |
| Karadagli, A. C., Exporter, Djéferié Han, Stamb. | » |
| Levi, Marco, & Fils, Ladjivert Camondo Han Galata | » |
| Mazlumian Frères, Exprs., Biraderler Han, Stamboul | » |
| Merica, Th., Exp., Taptas Han, Galata. | » |
| Oriental Carpet Manufacturers, Exporters. | Smyrna, Turkey. |
| Oriental Carpet Manufacturers, Exporters. | Constantinople. |
| Panayotoglou, Avraam V., Exporter, Serai-Emir. | Teheran, Persia. |
| Roditi, A., Exporter, Turkia Han 9/10, Stamboul. | Constantinople. |
| Sadullah, Levy, & Mandil, Exprs., Stamboul. | » |
| Salem, Alexandre, & Frères, Exp. | Aleppo, Syria. |
| Telfeyan, S., & Co., Exprs., Germania Han. | Constantinople. |
| Vayanos Frères, Manufacturers & Exporters, | Konia, Turkey. |
| Yoanidès, Spiro P., Maison Louvre, Péra. | Constantinople. |

Carriages, Vehicles, etc.

| | |
|-------------------------------------------------|---------------------------|
| Birch, James A., Exporter | Burlington, N. V., U.S.A. |
| Devlin Mfg. Co., (Carriages, Hardware). | Philadelphia, U.S.A. |
| Studebaker Corporation, The, Exporters. | South Bend, Ind., U.S.A. |

Charters

| | |
|--------------------------------------------------------------|-----------------|
| Basiotti, Chr. R., Marine Han, Galata | Constantinople. |
| British Slip-way & Repairing Yard, Djibaly.. . . . | » |
| Export S. S. Corporation, Omer Abid Han, Gal. | » |
| Inselberg, L., & Fils, Cité Phaliro 6-8, Gal. | » |
| Lupovitz, Jacob, Rue Voïvoda, Voïvoda Han | » |
| Metaxa, Zissi N., & Son, Merkez Richtim Han Galata | » |

Cheese

| | |
|--------------------------------------------|-------------------|
| Georgiades Bros., & Co, Exporters. | Saloniki, Greece. |
|--------------------------------------------|-------------------|

Chemicals

| | |
|-----------------------------------------------------------|-----------|
| American Aniline Products, Inc., 80 Fifth Avenue. | New York. |
| Meridional Trading Co., 20 Broad Str. | » |

Chirurgical Instruments

| | |
|------------------------------------------------------------|-----------------|
| Faraggi, Maurice, Importer, 295 Grand'Rue de Péra. | Constantinople. |
|------------------------------------------------------------|-----------------|

Cigarettes

| | |
|--------------------------------------------------------|-----------|
| Levant Products Trading Co., 38-40 W. 32d. St. | New York. |
|--------------------------------------------------------|-----------|

Cigarette Paper

| | |
|----------------------------------------------------|-----------------|
| Schild, P., Importer, Xantopoulo Han Stam. | Constantinople. |
|----------------------------------------------------|-----------------|

Cinematographic Films.

| | |
|---------------------------------------------------|-----------------|
| Mac Namara & Co. Arslan Han, Galata | Constantinople. |
| Union Ciné-Théâtrale d'Orient, Gde Rue de Pera 68 | » |

Clocks and Watches

| | |
|--------------------------------------------------|-----------------|
| Gross Frères, Handan Han 9-10, Stamboul. | Constantinople. |
| Orosdi-Back, Etablissements, Importers | » |
| Montgomery Ward & Co., Exporters | Chicago, U.S.A. |

Clothing (Ready Made)

| | |
|----------------------------------------------------|-----------------|
| Mayer, A., & Co., Galata. | Constantinople. |
| Orosdi-Back, Etablissements | Aleppo, Syria. |
| Schoucair & Kassis, Importers | Beirut, » |
| Snellenburg Clothing Co., Exp., Broadway | Philadelphia. |

Coal

| | |
|------------------------------------------------------------------------------------|-------------------|
| Addy, Matthew, S. S. & Commerce Corp of N. Y. Imp., Yildiz Han, Galata. | Constantinople. |
| Basiotti, Chr. R., Marine Han, Galata | » |
| Cauchi Fratelli, Importers | Saloniki, Greece. |
| Crussachi, J. M., Imp., 56 rue du Stade | Athens » |
| Drossos, A. J., & Co., Importers, Ada Han, Galata.. | Constantinople. |
| Giraud, O., Hudavendighiar Han, Gal. | » |
| Foscolo Mango & Co., Ltd., Imp., Hovaghimian Han | » |
| "Intercontinentale", Seir Séfain Han, Galata | » |
| Molho, Frères, Importer | Saloniki, Greece. |
| Pharaon, R., & Fils, Importers. | Beirut, Syria. |
| Reppen, Theo., Importer, Arabian Han | Constantinople. |
| Rizopoulos, C., Rue des Quais No. 46, Galata | » |
| Tagaris, T. P., Merkez Richtim Han, Gal. | » |
| Theodoridi & Co., Importers | Braïla, Roumania. |

Collections

| | |
|-----------------------------------------------------|-----------------|
| National Credit Corporation, Title & Trust Bldg . . | Chicago, U.S.A. |
|-----------------------------------------------------|-----------------|

Commercial Reports

| | |
|-----------------------------------------------------|-----------------|
| National Credit Corporation, Title & Trust Bldg . . | Chicago, U.S.A. |
|-----------------------------------------------------|-----------------|

Commercial Representatives

| | |
|------------------------------------------------------|-------------------|
| Apostolos & Co., Toutoun Gumruk, Stamboul. | Constantinople. |
| Citterich, V. & D. | Saloniki, Greece. |
| Giraud, O., Hudavendighiar Han, Gal. | Constantinople. |
| Papazian, L. Duz P., Topalian Han 43, Stamb. | » |
| Picciotto, Hillel, & Co. | Aleppo, Syria. |
| Muller, Eftihidis & Co., Kutchuk Millet Han, Stam.. | Constantinople. |
| Morphy, W., & Son—Crowe & Stevens | Patras, Greece. |

Concrete and Cement

| | |
|---------------------------------|-------------------|
| Molho Frères, Importer. | Saloniki, Greece. |
|---------------------------------|-------------------|

Concrete Reinforcements

| | |
|--------------------------------------------------|-----------|
| General Fireproofing Co., 395 Broadway | New York. |
|--------------------------------------------------|-----------|

Constructors and Contractors

| | |
|----------------------------------------------------|-------------------------|
| American International Corp. 120 Broadway . . . | New York. |
| British Slip-way and Repairing Yard., Djibaly. . . | Constantinople. |
| Drossos, A. J., & Co., Esky Yomr, Ada Han 15 Gal. | » |
| Kassim-El-Khedery. | Bagdad, Mesopotamia. |
| Lockwood, Greene & Co., 60 Federal St. | Boston, Mass., U. S. A. |
| Tompkins, V. D., Standard Oil Co., Merk. Rich. H. | Constantinople. |

Commission Agents.—See General Importers and Exporters

| | |
|------------------------------------------------------------|----------------------|
| Afimus & Hacho. | Beirut, Syria. |
| Aftalion, S. B., P. O. Box, No 57 | Rustchouk, Bulgaria. |
| Akras Frères, | Aleppo, Syria. |
| Arditti, S., 1, rue des Banques | Saloniki, Greece. |
| Assayas & Co., Jossifidis Han, Stamb. | Constantinople. |
| Athanassiades, Bodossaki, Hovaghimian Han 2, Gal. | » |
| Balekdjian, V. Brothers, Kutchuk Kenadjian Han, St. | » |
| Barff, P. G., & Co. | Smyrna, Turkey |
| Beruhel, Jacques, Bassiret Han, Stamb. | Constantinople. |
| Beylerian, H., 21, Hudavendighiar Han Galata . . . | » |
| Charitopoulo, A., Buyuk Aboud Eff. Han 32 Stam. | » |
| Cornfield & Goldstein, 37 Topalian Han, Stam. . . . | » |
| Danon & Semack, Medina Han Stam. | » |
| Dielmann, G., Messadet Han 12, Stamboul | » |
| Douch, William, Buyuk Tunnel Han 5, Galata | » |
| Fresco, Marco N., Dikranian Han, 47, Stamboul . . . | » |
| Gabellon, Jean Jacques, Messadet Han, 20, 21. Stam. | » |
| Galani, John A., Merkez Richtim Han, Galata | » |
| Geltrunk, Isidoro, 102 Worth Street. | New York. |
| Giraud, O., Hudavendighiar Han, Galata. | Constantinople. |
| Hänni, E., Matheo Han 21, Stamboul | » |
| Homere, E., & Co. | Smyrna, Turkey. |
| Karnig, Fils de Agop, Aslan Han, Galata. | Constantinople. |
| Kleyff, Vladislav, Banque <i>Russo Asiatique</i> | Batum, Georgia. |
| La Fontaine, Edward, & Sons, N° 1 Alla'emdji Han. | Constantinople. |
| Medina, Aug. de, Hazzopoulo Han 43/43 Stamb. . . . | » |
| Metaxa, Zissi N., & Son, Merkez Rihtim Han Gal. . . | » |
| Muhurdarovic, Vefa, Anadolou Han 30, Stamboul . . | » |
| Nicolaidis, Politis & Co., 88 Od. Philonos. | Piraeus, Greece. |
| Ojalvo, Vital, & Co., Xanthopoulo Han, Stamboul . . | Constantinople. |
| Paspati Bros. & Co., 33 rue du Stade | Athens, Greece. |
| Pauer, E. C., & Co., Erzeroum Han, 21-22, Stam. . . | Constantinople. |
| Salviche, Moïse, Tophané, Rue Tabachané, Galata . . | » |
| Sangursky & Cie., Galata, Moumhané, Couteaux H. 2 . | » |
| Schmidt, Jan C. C., Djemaat Han, Rue Havra | » |
| Soussa, Ibrahim, & Co., Bereket Han, Gal. | » |
| Theodoridi & Co. | Braila, Roumania. |
| Varterian, Nazareth, Kaissari Han 20. Stam. | Constantinople. |
| Vesco, C. & G., Moumhané, Galata | » |
| Zellich, Henri, & Co., 21, Rue Mahmoudié, Galata . . | » |

Compasses

| | |
|----------------------------------------|-------------------------|
| Taylor Instrument Cos. Manfrs. | Rochester, N.Y., U.S.A. |
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Copper

| | |
|-----------------------------------------------------|-------------------|
| Chammah, Siahou Y., Imp. | Aleppo, Syria. |
| Juda & Salmona, Importers | Saloniki, Greece. |
| Marcopoli, Joseph, Importers | Aleppo, Syria. |
| Navaro, Isaac J., Importer | Saloniki, Greece. |
| Obégi, Charles, & Co., Importers | Aıntab, Syria. |
| Phelps, Dodge Co., Exporters, 99 John Str | New York. |
| Wardé, I. & A., & Co., Importers | Beirut, Syria. |

Cotton

| | |
|-------------------------------------------------------|-----------------------|
| Aftalion, S. B., Importer, P. O. Box, No 57 | Roustchouk, Bulgaria. |
| Brazzafolli, Max, Exporter | Mersina, Turkey. |
| Debbas, Jean, Exporter | Tarsus, » |
| Lykiardopoulos, A., Fils, Exporter | Mersina, » |
| McFadden, Geo. H., & Bro., Exp. 25 Broad St. | New-York. |
| Obégi, Charles, & Co., Exporters | Aıntab, Syria. |
| Simeonoglou, Aristides, Exporter. | Adana, Turkey. |
| Wardé, I. & A., & Co., Exporters. | Beirut, Syria. |

Cotton Goods

| | |
|---------------------------------------------------------------|------------------------|
| Abdeni, G. G., & Co. | Bagdad, Mesopotamia. |
| Aftalion, S. B., Importer, P. O. Box, No 57. | Roustchouk, Bulgaria. |
| American Foreign Trade Corporation | Alexandria, Egypt. |
| Amory, Browne & Co., 62 Worth Street | New York. |
| Audi, B., & Co., Importers. | Beirut, Syria. |
| Avedikian Frères, Importers | Smyrna, Turkey. |
| Balkan American Trading Co., 110 W. 34st. | New York. |
| Baltazzi, Theo. S., Importer | Smyrna, Turkey. |
| Bear Mill Mfg. Co., 120 Franklin St. | New York. |
| Bozadjian, Mihran, Importer | Adana, Turkey. |
| Chasseaud, F. W., Importer, Agopian Han, Galata | Constantinople. |
| Commercial Union of America, 23 Beaver St. | New York |
| Cornfield et Goldstein, Imp., 37 Topalian Han, Stamb. | Constantinople. |
| Coussa, Armand, Imp. | Aleppo, Syria. |
| DuPont Nemours Export Co., 120 Broadway. | New York |
| Dwek, Joseph E. F., Importers | Aleppo, Svria. |
| Elkiatib, Abbas, Imp. Elkiatib Han. | Constantinople. |
| Elkiatib, Salim, Importer, Elkiatib Han | » |
| Elisha Nessim, Importers | Bagdad, Mesopotamia. |
| Errera, Fils de G. A., & Co., Ltd., Importers. | Saloniki, Greece. |
| Féradian, K., Importer, Dilsizzadé Han, No. 17-19 | Constantinople. |
| Florentin, Saporta & Serrero | Saloniki, Greece. |
| Fotiadi, Alexandre D., 44 Buyuk Yeni Han, Stamb. | Constantinople. |
| Fruchter, Frati | Galatz, Rumania. |
| Griswold & Brusick, Imp. | Constantinople-Smyrna. |
| Haddad, Elias And., Importer | Beirut, Syria. |
| Haldéopoulo, N. P., Importer | Trebizond, Turkey. |
| Hirzel, R. & O., Importers, Buyuk Yéni Han. | Constantinople. |
| Hänni, E., Imp., Matheo Han 21, Stamboul | » |
| Hassid, A. M., & Co., Importers | Saloniki, Greece |
| Hassid, Joseph Abr., & Co., Importer | » » |
| Hindié, Elias, Importer | Aleppo, Syria. |
| Hochstrasser & Co., Importers | Trebizond, Turkey. |

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| Hochstrasser & Co., Importers | Samsoun, Turkey. |
| Jahiel, Isaak J., Importer | Saloniki, Greece. |
| Juda & Salmona, Importers | » » |
| Kahn Frères, Importer, Astartjian Han St. | Constantinople. |
| Knapp, Herbert, Imp. | Arabkir, Turkey. |
| Lascaris, Michel, Imp., Emin Bey Han 19, St. | Constantinople. |
| Lebet Frères & Cie., Imp. Basmadjian Han, St. | » |
| Levant Trade Bureau, Imp., Sinasson Han No 2, Gal. | » |
| MacAndrews & Forbes Co., Imp. | Bagdad, Mesopotamia. |
| Mac Namara & Co. Arslan Han, Galata | Constantinople. |
| Manachy, Lorenzo Y., Importer | Aleppo, Syria. |
| Marcantonakis & Manoussakis | Candia, Crete, Greece. |
| Manuelian, H., & Co., Importers | Mersina, Turkey. |
| McFadden, Geo. H., & Bros., Exporters, 25 Broad St. | New-York. |
| Medina, Aug. de, Imp., Hazzopoulo Han 43/43 St. | Constantinople. |
| Mesopotamia & Persia Corp., Ltd. | Bagdad, Mesopotamia. |
| Morpurgo, Moïse, Importer | Saloniki, Greece. |
| Mouradian, Kevork, Importer, Stamboul | Constantinople. |
| Ojalvo, Vi' al, & Co., Xanthopoulo Han, Stamb. | Constantinoole. |
| Orosdi-Back, Etablissements, Importers | » |
| Panayotoglou, Avraam V., Importer, Serai-Emir. | Teheran, Persia. |
| Peristiany, J. Th., & Frères, Importers | Alexandretta, Syria. |
| Philippou, A., Importer | Janina, Greece. |
| Photiades, Th., Exp., 38 w. 32d Str. | New York |
| Picciotto, Hillel, & Co, Importers | Aleppo, Syria. |
| Prodromides, K. | Mersina, Turkey. |
| Salloum, Helou & Co., Importers | Beirut, Syria. |
| Sarantis Bros., Abid Han Gal. | Constantinople. |
| Sasoon, David, & Co., Importers | Bagdad, Mesopotamia. |
| Schuep & Co., Importers | Aleppo, Syria. |
| Sciaky, V., & Co., Importers | Saloniki, Greece. |
| Shabandar, Mahmoud, Imp., | Bagdad, Mesopotamia. |
| Sirgi, M., & Co., Importers | Beirut, Syria. |
| Soc. Commerciale Neerlandaise, Messadet Han, Stam. | Constantinople. |
| Stafford, G. & A., & Co. 22 Thomas St. | New York. |
| Standard Commercial Export & Finance Corp., Exp., 120 Broadway. | New York. |
| Stevens, J. P., & Co., Exp., 22 & 23 Thomas St. | New York. |
| Strick, Scott & Co., Imp. | Bagdad, Mesopotamia. |
| Taranto, Nissim, Kenadjian Han, Stamboul. | Constantinople |
| Tehilinguirian, G., Imp., Turkia Han. | » |
| Tiano, Henri, Importer | Saloniki, Greece. |
| Vafiadachi, M. & A., Importers | Smyrna, Turkey. |
| Varbetian, L. & L., Importers | » » |
| Vogel, Konrad, Impr., Buyuk Yéni Han Stamboul | Constantinople |
| Wellington, Sears & Co., 93 Franklin Street | Boston, Mass., U.S.A |
| Zarifi, L, Importer, Assicurazioni Han, Galata | Constantinople. |
| Zelveian, M. & K. S., Importers | Mersina, Turkey. |

Cotton Seed Oil

| | |
|--------------------------------------------------------|-----------------------|
| Aftalion, S. B., Importer, P. O. Box. No. 57 | Roustchouk, Bulgaria. |
| Amar, S., & Co., Importers, Validé Sultan Han. | Constantinople |

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|-------------------------------------------------------|----------------------------|
| American Cotton Oil Co., Exp., 27, Beaver Street. . . | New York |
| Aspegren & Co., Exporters, Produce Exchange . . . | New York |
| Cariciopoulo, Marc C., Imp., Minerva Han, Galata . . | Constantinople |
| Chasseaud, F. W., Importer, Agopian Han, Galata . . | » |
| Christofa, Apostole P. H., Importer | Mitylene, Greece, |
| Constantinidès, Théologos, Ladoscala, 6, Stamb. . . | Constantinople. |
| Damianos, N. D., P. O. B., 23 | Athens, Greece. |
| Danon & Semack, Imp., Medina Han, St. | Constantinople |
| Doptoplou Bros, 2 Zindan Capou, Stamboul | Constantinople |
| Dwek, Saul S., & Co. Imp. | Aleppo, Syria. |
| Elkiatib, Salim, Importer, Elkiatib Han. | Constantinople |
| Féradian, K., Importer, Dilsizzadé Han, No. 17-19 . | » |
| Hirzel, R. & O., Importers, Buyuk Yeni Han | Constantinople |
| Juda & Salmona, Importers. | Saloniki, Greece. |
| Keller, E. Theodor, Importer | Athens, Greece. |
| Lebet Frères & Cie., Import., Basmadjian Han, St. . . | Constantinople |
| Lascaris, Michel, Imp., Emin Bey Han 19, Stamb. . . | » |
| Manachy, Lorenzo Y., Importer. | Aleppo, Syria. |
| Marcopoli, V., & Co., Importers. | Alexandretta, Syria. |
| Modiano, Is., Frères & Fils, Importers. | Saloniki, Greece. |
| Molho Frères, Importer. | » |
| Navarro, Em. Is., Importer. | » |
| Pantsalis, A., & Fils, Zindan Kapou, 4, Stamb. . . . | Constantinople |
| Pharaon, Issa, Schoucair & Co., Importers. | Beirut, Syria. |
| Procter & Gamble Co., Exporters | Cincinnati, Ohio, U. S. A. |
| Roussó & Danon, Importers, Phaliron Han. Gal. . . | Constantinople |
| Sarantis Frères, Importers, Abid Han. | » |
| Sciaky, V., & Co., Importers | Saloniki, Greece. |
| Tasartez, Henri, Importer, Tohafdji Han | Constantinople |
| Tchilinguirian, G., Imp., Turkia Han | » |
| Tiano, Henri, Importer | Saloniki, Greece. |
| Vogel, Konrad, Imp., Buyuk Yeni Han, Stamboul. . . | Constantinople |

Cotton Seed Oil Mill Machinery

| | |
|----------------------------------------------------|----------------------|
| Sprout, Waldron & Co., Mfrs. & Exporters | Muncy, Pa., U. S. A. |
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Cotton Thread

| | |
|------------------------------|------------------|
| Knapp, Herbert, Imp. | Arabkir, Turkey. |
|------------------------------|------------------|

Cotton Yarn

| | |
|--------------------------------------------------------|----------------------|
| Audi, B., & Co., Importers | Beirut, Syria. |
| Baltazzi, Theo. S., Importers | Smyrna, Turkey. |
| Chammah, Siahou Y., Imp. | Aleppo, Syria. |
| Errera, Fils de G. A., & Co., Ltd., Importer | Saloniki, Greece. |
| Hänni, E., Importer, Matheo Han 21, Stamboul. . . . | Constantinople. |
| Mouradian, Kevork, Importer, Stamboul | Constantinople. |
| Peristiany, T. John, & Co., Importers. | Alexandretta, Syria. |
| Simeonoglou, Aristides, Exporter. | Adana, Turkey. |
| Tchilinguirian, G., Imp. Turkia Han | Constantinople. |

Currants

| | |
|---------------------------------------------------------------------------|------------------|
| Cremidi Bros., Exporters | Patras Greece. |
| Hancock & Wood, Exporters | » » |
| Nicolaidis, Papazoglou, Politis & Co., Exp., 88 Odos Philonos. | Piraeus, Greece. |

Customs House Brokers

| | |
|----------------------------------------------------------|-----------------|
| Curmusi, Theo. N., Tchিনি Richtim Han, Galata. | Constantinople. |
| Hirschcowitz, L., Hudavendighiar Han 24-32, Gal. | » |
| Inselberg, L., & Fils, Citē Phaliron, 6-8, Gal. | » |
| Khouri, Farra Alex | Beirut, Syria. |
| Lupovitz, Jacob, Voivoda Han, Rue Voivoda | Constantinople. |
| Schenker & Co., Keuprulu Han Stamboul | » |
| Tubino, M., & Carabiberi, A., Nomico Han, Gal. | » |

Decoration (Interior)

| | |
|-----------------------------------------------|-----------------|
| Psalty, Geo. J., Rue Cabristan, Péra. | Constantinople. |
|-----------------------------------------------|-----------------|

Dental Supplies

| | |
|---------------------------------------------------------------------------------------|----------------------|
| Cabbabeh, K. & S., Importers | Aleppo, Syria. |
| Faraggi, Maurice, Importer, 295 Grand'Rue de Pera. | Constantinople. |
| Spyrides, Const., Importer. | Athens, Greece. |
| Thanos, Alexiou, Importer, 18 B Châteaubriand Str. | » » |
| White Dental Mfg. Co., The S. S., Mfrs. & Exporters, 12 th & Chestnut Sts. | Philadelphia, U S A. |

Department Stores

| | |
|---------------------------------------|-----------------|
| Melki & Menassah | Beirut, Syria. |
| Orosdi-Back, Etablissements | Constantinople. |

Doors and Windows

| | |
|----------------------------------------------------------------------------|-----------|
| North American Wood Products Corporation, Exp. 50 Union Square. | New York. |
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Draperies

| | |
|--------------------------------------|----------------|
| Audi, B., & Co., Importers | Beirut, Syria. |
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Drugs and Pharmaceutical Products

| | |
|--------------------------------------------------------------|-------------------|
| Audi, B., & Co., Importers | Beirut, Syria. |
| Chammah, Siahou Y. | Aleppo, » |
| Curtis & Brown Mfg. Co., Exprs., 215-217, Fulton St. | New York. |
| Droguerie Centrale d'Orient, Ltd., Imp. | Constantinople. |
| Faraggi, Maurice, Importer, 295 Grand'Rue de Pera. | » |
| Hannania, Joseph, Importer | Bagdad, Turkey. |
| Juda & Salmona, Importers. | Saloniki, Greece. |
| Orosdi-Back, Etablissements. Importers | Constantinople. |
| Parke, Davis & Co., Beak & Regent sts. | London, England. |
| Rio Chemical Co., 79 Barrow St. | New York. |
| Sirgi, M., & Co., Importer | Beirut, Syria. |
| Spyrides, Const., Importer. | Athens, Greece. |

Dry Goods

| | |
|--------------------------------------------------------------------------|------------------|
| Amoty, Browne & Co., 62 Worth St. | New York. |
| Crédit Foncier d'Algérie et Tunisie, Buyuk Kenadjian Han, Stamb. | Constantinople. |
| Douhani Z. dé Fils, 25 Sultan Hamam, Stamb. | » |
| Kabbaz, P. A., & Co. | Aleppo, Syria. |
| Mayer, A., & Co., Galata. | Constantinople. |
| Melissinos, Bernard, Importer | Pireaus, Greece. |
| Mitrani, R. & Co, 22 Kezabdjoglou Han, Stamboul. | Constantinople. |
| Suffern Trading Co., 90 West st. | New York. |
| Taranto, Nissim, Afion Han, Stamboul | Constantinople. |

Dyes

| | |
|---------------------------------------------------|-----------------|
| American Aniline Products, Inc., 80 Fifth Avenue, | New York. |
| Muller, Ch. F., Importer, 20 Apollo Str. | Athens, Greece. |
| Schuep & Co., Importers. | Aleppo, Syria. |

Earth Handling Machinery

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

Electrical Machinery and Supplies

| | |
|----------------------------------------|-----------------|
| Balladur, Chas. P., Importers. | Smyrna, Turkey. |
|----------------------------------------|-----------------|

Electric Traveling Cranes

| | |
|----------------------------------------------------------|-----------|
| Niles-Bement-Pond Co., Exporters, 111 Broadway | New York. |
|----------------------------------------------------------|-----------|

Electrical Supplies

| | |
|------------------------------------------------------------|---------------------|
| Aperguis & Co., N. A., Imp., Bahtiar Han, Galata | Constantinople. |
| Beylerian, H., 21, Hudavendighiar Han, Galata | » |
| "Gradivo" Société Commercial par action, Imp. | Varna, Bulgaria. |
| Gross Frères, 9-10, Handan Han, Stamb. | Constantinople. |
| «Labor» Societata Anonima de Comert si Industrie, | Bucarest, Roumania. |
| Levi, Marco, & Fils, Ladj. Camondo Han, Galata | Constantinople. |
| Nowill, Sidney, & Co., Importers, Kevork Bey Han | » |
| Société Hellénique d'Electricité | Athens, Greece. |
| Western Electric Co., Exporters. | New York. |

Elevators

| | |
|-----------------------------------------------|-----------------|
| Essayan, Hagop, & Frères, Importers | Constantinople. |
|-----------------------------------------------|-----------------|

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

| | |
|-----------------------------------------------------------|------------------------|
| Avedikian Frères, Importers | Smyrna, Turkey. |
| Avery Co., Exporters | Peoria, Ill., U.S.A. |
| Farquhar, A. B., & C., Mfrs. & Exp., Cotton Ex. Bldg. | New York. |
| Holt Caterpillar Co., Mfrs. & Exp., 50 Church St. | » » |
| Lucy Mfg. Corp. 233 Broadway | » » |
| Southwark Foundry & Machine Co., Exporters | Philadelphia, U.S.A. |
| Waterloo Gasoline Engine Co., Exprs | Waterloo, Iowa, U.S.A. |
| Wichita Falls Motor Co., Mfrs. & Exprs | Wichita Falls, U.S.A. |

Engineering

| | |
|-------------------------------------------------------|-------------------------|
| Aftimus & Hacho | Beirut, Syria. |
| Aperguis, N. A., & Co., Bahtiar Han, Galata | Constantinople. |
| Douch, William, Buyuk Tunnel Han 5, Galata | » |
| Lockwood, Greene & Co., 60 Federal. St. | Boston, Mass., U. S. A. |
| Lockwood, Greene & Co., 47 Ave de l'Opera | Paris, France |

Engineers, Civil

Woods, Harland C., Robert College Constantinople.

Engineers, Mechanical

Clark, Frank D., Robert College Constantinople.

Expanded Metal

The General Fireproofing Company, 395 Broadway. New York.

Explosives

Taxidis, D., Frères, Importers Saloniki, Greece,

DuPont Nemours Export Co, 120 Broadway New York.

Feed Milling Machinery

Sprout, Waldron & Co., Mfrs. & Exporters. Muncy, Pa., U.S.A.

Feed Stuffs

Corn Products Refining Co., Exporters. New York.

Lamborn & Company, 132 Front St., Lamborn Bldg. » »

Mano, Albert J., Kiezaptchioglou Han Stamboul . . . Constantinople.

Fennel Seed

Scialom, Albert, & Co., Exporters. Saloniki, Greece.

Fibre Pipe

Pastene, P., & Co., 152-154 Franklin st. New York.

Firearms and Ammunition

Coenca Frères, Importers Constantinople.

Picciotto, Hillel, & Co., Importers. Aleppo, Syria.

Taxidis, D., Frères. Saloniki, Greece.

Fittings

Devlin, Thos., Mfg. Co., Exporters Philadelphia, U.S.A.

Flagg, Stanley G., Mfr. & Exporter » »

Fish (Dried, Salted)

Hancock & Wood, Importers Patras, Greece.

Flooring

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

Flour

Barcoulis, S., Imp., Minerva Han Gal. Constantinople, Turkey.

Capayannides, G., Importer. Trebizond, Turkey.

Cariciopoulo, Marc C., Importer, Galata Constantinople.

Colonial Export & Import Co., 76 Broad St New York.

Dunlop Mills, Mfr. & Exp. Richmond, Va., U. S. A.

Mae Namara & Co., Arslan Han, Galata Constantinople. Turkey.

Eckhardt, John W., & Co., Exporters Chicago, U.S.A.

Hassid, A. M., & Co., Importers. Saloniki, Greece.

Jahiel, Isaac I., Importer » »

Kouyoumdjian, Khosrov, Importer Bagdad, Mesopotamia.

Lambrinides, J., & Co., Imp., Washburn-Crosby, 20 Omer Abid Han, Gal. Constantinople.

Margaritoff, Demetri M., Arnopoulo Han, Stamboul. Constantinople.

Meridional Trading Company, 20 Broad Str. New York.

Modiano, Facino, & Co., Importers. Saloniki, Greece.

Molho Frères, Importer. »

Muller, Eftihidis & Co., Kutchuk Millet Han, 18-19. Constantinople.

Sarantis Frères, Imp., Abid Han, Gal. Constantinople.

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|--------------------------------------------------|-------------------|
| Sciaky, V., & Co., Importer | Saloniki, Greece. |
| Vogel, Konrad, Impr., Buyuk Yeni Han Stamb. . . | Constantinople. |
| Vrioni, D. Pan., Importer, 4 Dephes Str. | Athens, Greece. |

Flour Milling Machinery

| | |
|-------------------------------------------|--------------------|
| Balladur, Chas. P., Importers | Smyrna, Turkey. |
| Sprout, Waldron & Co., Exporters. | Muncy, Pa., U.S.A. |

Flour Mills

| | |
|-----------------------------------------------------|-----------------|
| Patrikios, A. S., & Fils, Omer Abid Han, 12 Galata. | Constantinople. |
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Forwarders

| | |
|----------------------------------------------------------|-----------------|
| American Express Co., 17 Piazza Nunziata | Genoa, Italy. |
| American Express Co., 65 Broadway | New York. |
| Hirschcowitz, L., Hudavendighiar Han, 24-32, Gal. | Constantinople. |
| «Express», Société de Transports Cité Phaliro, 6-8, Gal. | » |
| Lupowitz, Jacob, Voivoda Han, 3-5, Gal. | » |
| Sindacato Coloniale Italiano, Pinto Han, Stamboul.. | » |

Fountain Pens

| | |
|---------------------------------------------------------------------------------------------------|-----------------|
| Kroubalkian, K., Importers Sole Agent for Turkey Konclin Pen Mfg. of New York U.S.A. Gal . . . | Constantinople. |
| Waterman Co., L. E., Exporters, 191, Broadway . . . | New York. |

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

| | |
|--------------------------------------------------------|------------------------|
| Abdeni, C. G., & Co.. | Bagdad, Mesopotamia. |
| Asfar & Co., Exporters. | » » |
| Balladur, N., & Co., Grand Vezir Han. | Smyrna, Turkey. |
| Banque Générale de Commerce et de Crédit Exp. St. | Constantinople. |
| Barff, P. G., & Co., Ltd., Exporters | Smyrna, Turkey. |
| Cherry, Louis D., Importer 52 S. 60th St. | Philadelphia, U.S.A. |
| Coenca Frères, Exporters. | Constantinople. |
| Colonial Export & Import Co., 16 Broad St | New York. |
| Damianos, N. D., P. O. B. 23. | Athens, Greece. |
| Dwek Cousins, Exporters | Aleppo, Syria. |
| Georgiadès & Co., Exporters | » » |
| Habicht & Co., Imp., Hudson & Laight Sts. | New York. |
| Hochtrasser & Co., Exporters. | Samsoun, Turkey. |
| » » » » | Trebizond, » |
| Jaburg Brothers, Importers, 1-2 Worth Street | New York. |
| Lane, Reggio & Co., Ant., Exporters | Smyrna, Turkey. |
| Levant Products Trading Co., Importers | New York. |
| Marcantonakis & Manoussakis, Exporters | Candia, Crete, Greece. |
| MacAndrews & Forbes Co.. | Bagdad, Mesopotamia. |
| Mesopotamia & Persia Corp. Ltd. | » » |
| Mégarbané, G. H., Exporter | Aintab, Syria. |
| Mégarbané, Habib, & Fils, Exporters | Aleppo, » |
| Missir & Co., Exporters | Smyrna, Turkey |
| Pastene & Co., Inc., Importers | New York. |
| Reggio, Abel, 105, Hudson Street, Agents | New York |
| Mizrahi, Oscar, Exporters, Djedid Han St. | Constantinople. |
| Schild, P., Exporters, Xantopoulo Han | » |
| Schamasch, Gourgie & Co., Exporters | Bagdad, Mesopotamia. |
| Strick, Scott & Co. | » » |

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|--------------------------------------------|-----------------|
| Taranto, M. & J. | Smyrna, Turkey. |
| Wardé, I. & A., & Co., Exporters | Beirut, Syria. |

Furniture

| | |
|-----------------------------------------------------------|----------------------|
| Ashraf Bros., Imp., | Bagdad, Mesopotamia. |
| Kroubalkian, K., Importer, Grand Tunnel Han G. | Constantinople. |
| Nahmias, Fils de Samuel, Importers | Saloniki, Greece. |
| Psalty, Geo. J., Mfr. & Importer, Rue Cabristan | Constantinople. |
| Sioufi, Elie, Manufacturer | Beirut, Syria. |

Galvanized Sheet Metals

| | |
|-------------------------------------------------------|-----------|
| United States Steel Products Co., Exporters | New York, |
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Glass

| | |
|-------------------------------------------------------------|-------------------|
| Marcopoli, Joseph, Imp. | Aleppo, Syria. |
| Navarro, Isaac J., Importer. | Saloniki, Greece. |
| North Americ. Wood Products Corp. 50 Union Square | New York. |
| Sayeg Frères, Importers | Beirut, Syria. |

General Exporters and Importers

| | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|
| Abazoglou, Jean, Abid Han 30, Galata. | Constantinople. |
| Abdeni, G. G., & Co. | Aleppo, Syria. |
| Abramowitz, Leon P. | Bucarest, Roumania. |
| Aftalion, S. B., P. O. Box, No. 57. | Roustchouk, Bulgaria. |
| Aliferis, G., 37 Praxiteles Street | Athens, Greece. |
| American & Eastern Trading Co 36 Av. d'Opera | Paris, France. |
| American Foreign Trade Corporation, Galata | Constantinople. |
| American Foreign Trade Corporation | Alexandria, Egypt. |
| American Transocean Corp., 912 Broadway | New York. |
| American General Trading Co., 56-58 Pine Str. | » |
| American Webbing Manufacturers Export Corp. Exp. & Man. of elastic & non-elastic webbing shoe laces, corset laces etc. etc. 395 Broadway | New York. |
| Angelino, A., Co., Inc., 237 West 14th St. | » |
| Anglo-Italian Manufacturers Agency, Turkia Han, St. | Constantinople. |
| Apostoloff, Jordan | Bourgaz, Bulgaria. |
| Apostolos & Cie, Tutun Gumruk, Stamboul | Constantinople. |
| Asfar & Co | Bagdad, Mesopotamia. |
| Assayas & Co., Youssifidi Han No. 2 Stamb. | Constantinople. |
| Athanassiades, Bodossaki, Hovaghimian Han 2, Galata | » |
| Athanassiadis, Them. | Athens, Greece. |
| Audi, B., & Co., | Beirut, Syria. |
| Baker, G. & A., Ltd., Grand'Rue de Pera | Constantinople. |
| Balkan America Imp. Exp. Anadol Han 32, 33, Stamb. | » |
| Balekdjian, V., Brothers, Kutchuk Kenadjian Han, St. | Constantinople. |
| Balladur, N., & Co., Grand Vezir Han. | Smyrna Turkey. |
| Banque Générale de Commerce et de Crédit, St. | Constantinople. |
| Banque Commerciale de Palestine. | Jerusalem, Palestine. |
| Barcoulis, S., Minerva Han, Galata | Constantinople. |
| Benveniste, Haim & Albert | Saloniki, Greece. |
| Berubiel, Jacques, Bassiret Han Stamboul | Constantinople. |
| Cambi, Raphael & Fils, Boyadji Han St. | » |
| Camhi, Vitalis R. Boyadji Han Stamboul | » |
| Capayannides, G. | Trebizond, Turkey. |
| Chamarakis, E. D. | Rethymno, Crete, Greece. |

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| Chamber of Commerce & Industry. | Varna, Bulgaria. |
| Chapman, J. F. & Co., Equitable Bldg. | New York. |
| Charitopoulo, A., Buyuk Aboud Eff. Han Stamb. | Constantinople. |
| Chasseaud, F. W., Agopian Han, Galata. | Constantinople. |
| Coenca Frères. | » |
| Cofinas, Constantine N., St. Theodorides Square 9 | Athens, Greece. |
| Colonial Export & Import Co., 16 Broad St. | New York. |
| Combustibilul Anglo-Roman, Bucarest, 19, St. Regala | Bucarest, Roumania. |
| Commercial Bank of Greece | Athens, Greece. |
| Commercial Union of America, Inc. 23 Beaver St | New York. |
| Cornfield & Goldstein, 37 Topalian Han, Stamb. | Constantinople. |
| Cosmetto A., & Co., Omar Abid Han 10/13, Galata | » |
| Cox's Shipping Co., Ltd., Tchিনি Richtigim Han, Gal. | » |
| Crédit Foncier d'Algérie et Tunisie, Buyuk Kena- djian Han, Stamb. | Constantinople. |
| Curiel, Mosserie & Cie | Cairo, Egypt |
| Damianos, N. D., P. O. B. 23. | Athens, Greece. |
| Demaras Brothers | » » |
| Dielmann, G., Messadet Han Stam. | Constantinople. |
| Dizengoff, M. | Jaffa, Palestine. |
| Doptoplou Bros., 2 Zindan Capou, Stamboul | Constantinople. |
| Drossos, A. J., & Co. Rue Eski Yomruk, Ada Han. | » |
| Dwek Cousins | Aleppo Syria |
| DuPont Nemours Export Co., 120 Broadway | New York. |
| Edwards & Sons, Imp., Gulbenkian Han Stamb. | Constantinople. |
| Ehrenstein & Toledo, Alti Parmak Han 3, Stamboul | » |
| Faraggi, Maurice, 295 Grand'Rue de Pera | » |
| Fattal Khalil & Fils, | Damascus, Syria |
| Féradian, K., Dilsizzadé Han, No. 17-19, Stamboul | Constantinople. |
| Fitzio, Alex., General Importer, Hermes Street. | Athens, Greece. |
| Fresco, Marco N., Dikranian Han, 47 Stamboul | Constantinople. |
| Fresco, Ralph R. & Co., 13-21 Park Row | New York. |
| Fringhian, Meg., Messadet Han, Stamboul | Constantinople. |
| Fruchter, Frati | Galatz, Rumania. |
| Gabellon, Jean Jacques, Messadet Han 20, 21, Stamb. | Constantinople. |
| Galani, John A., Merkez Richtigim Han, Galata | » |
| Gaston, Williams & Wigmore, 39 Broadway | New York. |
| Gelat, Elias Thomas. | Jerusalem, Palestine. |
| Geltrunk, Isidore, 102 Worth Street | New York. |
| "Gradivo" Société Commerciale par Actions | Varna, Bulgaria |
| Habas, Israel, & Son | Jaffa, Palestine. |
| Hadkinson, Arsan, & Co. | Aleppo, Syria. |
| Haldéopoulo, N. P. | Trebizond, Turkey. |
| Hanni, E., Matheo Han 21, Stamboul. | Constantinople. |
| Hirzel, R. & O., Buyuk Yeni Han 31, Stamboul | » |
| Hancock & Wood | Patras, Greece. |
| Hochstrasser & Co. | Trebizond, Turkey. |
| » » | Samsoun, Turkey. |
| Jahiel, Isaac I. | Saloniki, Greece. |
| Kaftanizadé Frères & Co. Mader Han 7/10, Galata | Constantinople. |
| Kahn Frères, Astagian Han Stamboul | » |

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| Karnig, Fils de Agop, Aslan Han Galata. | Constantinople. |
| Kassim-El-Khedery, Imp. & Exp., | Bagdad, Mesopotamia. |
| Keller, E. Theodor, | Athens, Greece. |
| Kopelman, Ossip, 26 Shoot up Hill c/o G. Handelmann | London, England. |
| Koukaz, Georges | Beirut, Syria. |
| Kroubalkian, K., Grand Tunnel Han, Galata. | Constantinople. |
| Kuris & Kantarovich, Assicurazioni Gen. Han 60/62. | » |
| Lascaris, Michel, Emin Bey Han 19, Stamboul | » |
| Lamborn & Company, 132 Front St., Lamborn Bldg. | New York. |
| Lebet Frères & Cie. Rue Kutubhané, Basmadjian Han | Constantinople. |
| Levy, M., & Co., Emin Bey Han 9, Stamboul | Constantinople. |
| Lorey, Guillermo, Djemaat Han, Rue Havra, Galata | » |
| McFadden, Geo. H. & Bro., 25 Broad St. | New York. |
| Manachy, Lorenzo Y. | Alexandretta, Syria. |
| Mano, Albert J., Kiezaptchi-Oglou Han 22 Stamboul. | Constantinople. |
| Marcantonakis & Mannoussakis | Candia, Crete, Greece. |
| Marquardt & Co., Inc., 35 South William Street | New York. |
| Marcopoli, V., & Co. | Alexandretta, Syria. |
| Margaritoff, Demetri, M., Arnopoulo Han, St. | Constantinople. |
| Metaxa, Zissi N., & Son, Galata, Merkez Rihtim Han | » |
| Mégarbane, Habib, & Fils | Aleppo, Syria. |
| Melissinos, Bernard | Piraeus, Greece. |
| Merica, Th. N., Taptas Han, Galata. | Constantinople. |
| Mizrahi, Oscar, Djedid Han, Stamb. | » |
| Morelli, Alf., & Co., Phaliron Han, 3, Galata | » |
| Muhurdarovic, Vefa, Anadolou Han, 30, Stamboul. | Constantinople. |
| Muller, Ch., F., Importer 29 Apollo Street. | Athens, Greece |
| Near East Commercial Co., Minerva Han. 29, Gal. | Constantinople. |
| Nemli Zadé Frères. | Trebizond, Turkey. |
| Nicolaidis, Papazoglou, Politis & Co., Exp., 88 Odos Philonos | Piraeus, Greece. |
| Obreshkoff, Vladimir | Varna, Bulgaria. |
| Ojalvo, Vital, & Co., Xanthopoulo Han, Stamb. | Constantinople |
| Oriental Trading Co. of America, Gal. | Constantinople. |
| Papayoannou Bros. & Co. | Athens, Greece. |
| Panayotoglou, Avraam V., Seraï-Emir. | Teheran, Persia. |
| Pappas Co., C., 163-165 North St. | Boston, Mass., U.S.A. |
| Pastene, P., & Co., 152-154 Franklin st. | New York. |
| Patrikios, A. S. & Fils, 12 Omer Abed Han Galata. | Constantinople. |
| Pauer, E. C., & Co., Erzeroum Han, 21-22, Stamb. | Constantinople. |
| Peristiany, J. Tb. & Co., | Alexandretta, Syria. |
| Philaretos, C. G., & Co., 1 A Sophocles Street | Athens, Greece. |
| Phostiropoulo Frères, | Trebizond, Turkey. |
| Photiades, Theodore, 82 Wall St. | New York |
| Prodromides, K., | Mersina, Turkey. |
| Reppen, Theo, Arabian Han, Galata. | Constantinople. |
| Roditi, A., Turkia Han 9/10, Stamboul | Constantinople. |
| Roussou & Danon, 1, Hippocrate St., | Piraeus, Greece. |
| Salem, Alexandre & Frères | Aleppo, Syria. |
| Salviche, Moïse, Tophané, Rue Tabachané. | Constantinople. |
| Sangursky & Cie., Moumhané, Couteau Han Galata | Constantinople. |

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| Sasoon David, & Co., | Bagdad, Mesopotamia. |
| Schapira, J. M., 21 Rue Colocotroni. | Athens, Greece. |
| Schild, P., Xantopoulos Han. | Constantinople. |
| Schemtob, Fils de A., Kouru Kavedji Han, Stamb. | » |
| Schmidt, Jan C. C., Rue Havra, Djemaat Han, Galata | » |
| Sindacato Coloniale Italiano, Pinto Han, Stamboul . | » |
| Sirgi, M. & Co. | Beirut, Syria. |
| Soc. Commerciale Neerlandaise, Messadet Han, St. . | Constantinople. |
| Spike, Clarence H., 143 Federal Street. | Boston, Mass., U.S.A. |
| Standard Commercial Export & Finance Corporation Macri Han, Galata | Constantinople. |
| Stassinopoulos, S. A | Smyrna, Turkey. |
| Stock & Mountain, Philippidès Han. Stamboul. . . | Constantinople. |
| Semack & Danon, Medina Han Stamboul. | » |
| Suffern Trading Co., 90 West st. | New York. |
| Taranto, M. & J. | Smyrna, Turkey. |
| Tatian, A., 23 Central St., Room 8 | Boston, Mass., U.S.A. |
| Tennant, Sons, & Co., C., 19 W. 44th st. | New York. |
| Tiano, Henri | Saloniki, Greece. |
| Vassiliou, Pittacos | Mitylene, » |
| Vimos Brothers, 29 Nikis Street | Athens, Greece. |
| Vrioni, Pan. D., 4, Dephes Street | » » |
| Vogel, Konrad, Buyuk Yeni Han Stamboul. | Constantinople. |
| Whittall, J. W., & Co.. | Constantinople. |
| Wolkenberg, Oscar, 50 Djedid Han St. | » |
| Zeppos, P., Pasmazoglou Street. | Athens, Greece. |

Glucose

| | |
|-------------------------------------------------|-----------|
| Corn Products Refining Co., Exporters | New York. |
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Glue Stock

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|----------------------------------------------------|-----------------------|
| Spike, Clarence H., Importer, 143 Federal St . . . | Boston, Mass., U.S.A. |
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Government Contractors

| | |
|-----------------------------------------------------|-----------------|
| Avigdor, N. S., Messadet Han 29, Sirkedji | Constantinople. |
| Cofinas, Constantine N., St. Theodores Square No.9 | Athens, Greece. |
| Essayan, Hagop, & Freres. | Constantinople. |
| Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . | » |
| Langdon, J. D., Naval Contractor. | Smyrna, Turkey. |
| Fringhian, Meg., Messadet Han, Stamboul | Constantinople. |
| Vrioni, Pan. D., Importer, 4 Dephes Street. | Athens, Greece. |
| Zeppos, P., Pasmazoglou Street. | » » |

Grain & Cereals

| | |
|-----------------------------------------------------|----------------------|
| Abazoglou, Jean, Exporters, Abid Han 30, Galata. . | Constantinople. |
| Balekdjian, V., Brothers, Exp. KütchükKenadjian Han | » |
| Margaritoff, Demetre M., Exp., Arnopoulos Han, St. | Constantinople. |
| Edwards & Sons, Gulbenkian Han, Stamboul | » |
| Kassim-El-Khedery, Exporter | Bagdad, Mesopotamia. |
| Kouyoumdjian, Khosrov, Exporter | » » |

| | |
|---------------------------------------------------|------------------|
| Patrikios, A. S., & Fils, 12, Omer Abed Han, Gal. | Constantinople. |
| Simeonoglou, Aristides, Exporter | Adana, Turkey. |
| Stringos, I., Importer | Piraeus, Greece. |
| Whittall, J. W., & Co., Exp., Kenadjian Han, St. | Constantinople. |

Groceries

| | |
|-------------------------------------------------------------------------------|------------------------|
| Cacoulides, Gr. N., Exporter | Trebizond, Turkey. |
| Capayannides, G., Importer | » » |
| Crédit Foncier d'Algérie et Tunisie, Buyuk Kenadjian Han, 2me, Stamb. | Constantinople. |
| Economic Cooperative Society, Ltd. | » |
| Errera, Issac G., Importer | Saloniki, Greece. |
| Faraggi, Maurice, Importer, 295 Grand'Rue de Péra . | Constantinople. |
| Fresco, Ralph., & Co., 13-21 Park Row, | New York. |
| Griswold & Brusick Imp. | Constantinople-Smyrna. |
| Habicht & Co., Hudson & Laight Sts., | New York. |
| Hanania, Joseph, Importer | Bagdad, Mesopotamia. |
| Harty's Stores, Importer, 27 Tepé Bachi Péra . . . | Constantinople. |
| Hochstrasser & Co., Exporters | Trebizond, Turkey. |
| Jaburg Brothers, Importers, 1-3 Worth Street . . . | New York. |
| Jahiel, Isaac, Importer. | Saloniki, Greece. |
| Juda & Salmona, Importers | » » |
| Koukaz, George, Exporter (Syrian Provisions) . . | Beirut, Syria. |
| Lambrinides, J., & Co., 20 Omer Abid Han, Galata. | Constantinople. |
| Leslie, John E. & Co., Imp. 51-53 East, Lake S . | Chicago, Ill., U.S.A. |
| Navarro, Emmanuel Is., Importer. | Saloniki, Greece. |
| Pastene & Co., Imp., 148-150, Franklin Street . . . | New York. |
| Soc. Commerciale Neerlandaise, Messadet Han, St. . | Constantinople. |

Gum Mastic

| | |
|----------------------------------------------------|-------------------|
| Scialom, Albert, & Co., Exporter, Rue Victor Hugo. | Salonika, Greece. |
|----------------------------------------------------|-------------------|

Gum Tragacanth

| | |
|-----------------------------------------------------|-------------------------|
| Abdeni, G. G., & Co. Exp. | Aleppo, Bagdad, Turkey. |
| Bozadjian, Mihran, Exporter | Adana, Turkey. |
| Brazzafoli, Max, Exporter | Mersina, » |
| Ehrenstein & Toledo, Exp., Alti Parmak Han 3, Stam. | Constantinople. |
| Essefian, Parsegh G., Exporter | » |
| Gulbenkian Bros. & Co., Exporters | » |
| Hirzel, R. & O., Exps., Buyuk Yeni Han 31, St. . | » |
| Hindié, Elias, Exporters | Aleppo, Syria. |
| Lorey, Guillermo, Exporter, Djemaat Han, Gal. . | Constantinople. |
| Maccache, Ibr., & Fils, Exporters | Mersina, Turkey. |
| Manachy, Lorenzo Y., Exporter. | Aleppo, Syria. |
| Manuelian, H., & Co., Exporters | Mersina, Turkey. |
| Nessim, Elisha, Exporter | Bagdad, Mesopotamia. |
| Rappaport, J. M., Importer, 140 Nassau Street. . . | New York, U.S.A. |
| Skender, Krikor, Exporter | Bagdad, Mesopotamia. |
| Taranto, M. & J. | Smyrna, Turkey. |
| Zelvéian, M. & K. S., Exporters. | Mersina, » |

Guts (Sausage Casings)

| | |
|------------------------------------------------------|-----------------------|
| Arsen, A. G., & C., Exp., Allalemdji Han | Constantinople. |
| Essefian, Parsegh G., Exporter | » |
| Marcopoli, Fratelli, Exp. | Aleppo, Syria. |
| Salviche, Moise, Exporter, Tophané, Rue Tabachané | Constantinople. |
| Schamasch, Gourgie & Co., Exporters. | Bagdad, Mesopotamia. |
| Selian, R. B., Exporter. | Mersina, Turkey. |
| Skender, Krikor, Exporter | Bagdad, Mesopotamia. |
| Spike, Clarence H., Importer, 143 Federal Street. . | Boston, Mass., U.S.A. |
| Zarifi, L., Exporter, Assicurazioni Han, Galata. . . | Constantinople. |

Hair Curlers, Nets

| | |
|--------------------------------------------------------------------|----------------------|
| West Electric Hair Curler Co., Hancock st. & Columbia Ave. | Philadelphia, U.S.A. |
|--------------------------------------------------------------------|----------------------|

Hardware and Tools

| | |
|------------------------------------------------------------------|----------------------|
| Ashraf Bros., Importer. | Bagdad, Mesopotamia. |
| Altizizoglou, I., Fils, Importers | Mersina, Turkey. |
| Aperguis, N. A. & Co., Imp., Bahtiar Han, Galata. . | Constantinople. |
| Cambi, Raphael, & Fils, Boyadji Han Stamb. . . . | Constantinople. |
| Cariciopoulo, Marc C., Importer, Galata. | » |
| Economic Cooperative Society, Ltd. | » |
| Danon & Semack, Importer, Medina Han Stamb. . . | » |
| Devlin Mfg. Co., Thos., (Carriage & Saddlery) | Philadelphia, U.S.A. |
| Disston, Henry, & Sons, P.O.B. 1537 | » |
| Dizengoff, M., Importer | Jaffa, Palestine. |
| Entreprise Mfg. Co., Mfrs. & Exporters. | Philadelphia, U.S.A. |
| Errera, Fils de G. A., & Co., Ltd., Importers . . . | Saloniki, Greece. |
| "Gradivo" Soc. Commerciale par Actions, Imp. . . . | Varna, Bulgaria. |
| Guessarian, Mihran, 48 Rue Tunnel Galata | Constantinople. |
| Hanna, Rabbath, & Fils, Imp. | Aleppo, Syria. |
| Hassid, A. M., & Co., Importers | Saloniki, Greece. |
| Hirzel, R. & O. Imp., Buyuk Yeni Han | Constantinople. |
| Levant Iron & Machinery Co., Ltd, 142/146 Rue Mahm. Gal. | Constantinople. |
| Manachy, Lorenzo Y., Importer. | Aleppo, Syria. |
| McCaffrey File Co., Mfrs. & Exp., 5th & Berk St . . | Philadelphia, U.S.A. |
| Merica, Th. N., Imp., Taptas Han, Galata. | Constantinople. |
| Modiano, Facino, & Co., Importers | Saloniki—Smyrna. |
| National Specialty Mfg. Co., Exporters. | Philadelphia, U.S.A. |
| North Bros. Manufacturing Co., Exporters. | » |
| Nowill, Sydney, & Co. Imps., Kevork Bey Han, Gal. | Constantinople. |
| Orosdi-Back, Etablissements, Importers. | Aleppo, Syria. |
| Peristiany, J. Th., & Co., Importers | Alexandretta, » |
| Philaretos, C. G., & Co., Importers | Athens, Greece. |
| Sayeg Frères, Importers | Beirut, Syria. |
| Schamasch, Gourgie & Co., Importers | Bagdad, Mesopotamia. |
| Schany Bey, H. & Co. | Aleppo, Syria. |
| Schapira, J. M., Importer, 21 Colocotroni Street . . | Athens, Greece. |
| Tiano, Henri, Importer. | Saloniki, Greece. |

Harness and Leather Goods

| | |
|----------------------------------------------------|---------------------------|
| Birch, James H., Mfr. & Exporter | Burlington, N. Y., U.S.A. |
| Studebaker Corporation, The, Mfrs., Exporters. . . | South Bend, Ind., » |

Hats (Felt)

| | |
|-------------------------------------------|----------------------|
| Stetson Co., John B., Exporter | Philadelphia, U.S.A. |
| Vimos Brothers, 29 Nikis Street | Athens, Greece. |

Hosiery

| | |
|---------------------------------------------------|-----------------|
| Baker, G. & A., Ltd., Importers Grand'Rue de Pera | Constantinople. |
| Daoud & Abdo, Importers | Beirut, Syria. |
| Douhani Zadé Fils, 25 Sultan Hamam, Stamb. | Constantinople. |
| Madison Mills, Inc., 503-505 Broadway. | New York. |
| Medina, Aug. de, Hazzopoulo Han 42/43 Stamboul . | » |
| Orosdi-Back Etablissement, Imp. | Aleppo, Syria. |
| Rafie, Elie, Imp. | » » |

House Furnishings

| | |
|----------------------------------------------------|-----------------|
| Franco, Lazzaro, & Fils, Importers, Stamboul. . . | Constantinople. |
| Yoanidès, Spiro, P., Maison Louvre, Pera | » |

Household Utensils

| | |
|-----------------------------------------------------|--------------------------|
| Hoosier Mfg. Co., The, Exporters. | New Castle, Ind., U.S.A. |
| National Specialty Manufacturing Co., Exporters. . | Philadelphia, U.S.A. |
| North Bros., Manufacturing Co., Exporters | » » |
| Yoannides, Spiro, P., Maison Louvre, Pera | Constantinople. |

Hydrolie Lime

| | |
|------------------------------------|----------------|
| Sayegh Frères, Importers | Beirut, Syria. |
|------------------------------------|----------------|

Importers (General)

| | |
|-----------------------------------------------------|----------------------|
| Amar, S., & Co., Validé Sultan Han, Stamboul. . . | Constantinople. |
| American & Eastern Trading Co. 30. Av. de l'Opera | Paris, France. |
| Audi, S., & Frères. | Beirut, Syria. |
| Beylerian, H , 21 Hudavendighiar Han Galata . . . | Constantinople. |
| Brown, Welles & Co., Gumushlu Han, 2d Galata. . | » |
| Camhi, Vitalis R., Boyadji Han Stamboul | » |
| Cariciopoulo, Marc, C., Minerva Han, Galata | » |
| Charitopoulo, A., Buyuk Aboud Eff. Han 32 Stamb. | Constantinople. |
| Cherry, Louis D., Importer, 52 S. 60th St. | Philadelphia, U.S.A. |
| Corneille & Co. | Aleppo, Syria. |
| Cosmetto, A., & Co. Omer Abid Han 10/13 Galata . | Constantinople. |
| Dielman, G., Messadet Han Stamboul | » |
| Douch, William, Buyuk Tunnel Han 5, Galata. . . | Constantinople. |
| Fattal Khalil & Fils, | Damascus Syria. |
| Haddad, Elias And. | Beirut, » |
| Hanni, E., Matheo Han 21 Stamboul. | Constantinople. |
| "Intercontinentale", Seir Sefain Han. | » |
| Jaburg Bros., 1 & 3 Worth Str | New York. |
| Karnig, Fils de Agop, Aslan Han Galata | Constantinople. |

| | |
|-----------------------------------------------------------|-----------------|
| Khourî, Farra, Alex | Beirut, Syria. |
| Laughton, C., & Co., 42 Perchembê Bazar, Galata | Constantinople. |
| Lebet Frères & Co., Germania Han, Stamboul | » |
| Leslie, John E., & Co., | Chicago, U.S.A. |
| Lévy, Juda Gabriel | Janina, Greece. |
| Mizrâhi, Oscar, 29 Djedid Han, Stamb | Constantinople. |
| Pastene, P., & Co., Inc., | New York. |
| Rappaport, J. M., 140 Nassau St. | New York. |
| Roussô & Danon, Phaliron Han, | Constantinople. |
| Salviche, Moïse, Tophané, Rue Tabachané. | » |
| Sayegh Frères. | Beirut, Syria. |
| Schild, P., Xantopoulo Han. | Constantinople. |
| Sirgi, M., & Co. | Beirut, Syria. |
| Tennant Sons & Co., 19 W. 44th st. | New York. |
| Trad, P. & M., | Beirut, Syria. |

Insurance Agents

| | |
|--------------------------------------------------------------------------------------------|-------------------------|
| Algranti, Moreno, Yeni Han, Sirkedji, Stamboul | Constantinople. |
| Akras Frères. | Aleppo, Syria. |
| American Black Sea S.S. Corp., Merkez-Richtim Han. | Constantinople. |
| Apostoloff, Jordan | Bourgas, Bulgaria. |
| Athanassiades, Bodossaki, Hovaghimian Han Gal. | Constantinople. |
| Balekdjian, Brothers, V. Turkia Han, Stamboul | » |
| Brown, Welles & Co., Gumusblu Han, 2d, Gal. | » |
| Chamarakis, E. D. | Rethymno, Crete, Greece |
| Citterich, V. & D. | Saloniki, Greece. |
| Compte-Calix & Saverio, G. J. | Constantinople. |
| Cosmetto, A. & Co. Omar Abed Han 10/13, Galata | » |
| Cox's Shipping Co., Ltd., Tchînili Richtim Han, Gal. | » |
| Eliades, John, & Co. | Smyrna, Turkey. |
| Eustratiades, Alexandre N. | » » |
| Galani, John A., Merkez Richtim Han Gal. | Constantinople. |
| Ghiolman Bros., Constitution Square | Athens, Greece. |
| Gresham Life Assurance Society, Ltd | Constantinople. |
| Guerrini Ugo E., Mgr. American Foreign Insurance Assn., Mahmoudieh Han, Sirkédji | » |
| Homere, E., & Co. | Smyrna, Turkey. |
| Kabbaz, P. A., & Co. | Aleppo, Syria. |
| Keller, Theodor E., | Athens, Greece. |
| Metaxa, Zissi N., & Son, Merkez Rihtim Han Galata | Constantinople. |
| Molho Frères, | Salonika, Greece. |
| Morelli, Alf. & Co., Phaliron Han, 3, Galata | Constantinople. |
| Morpurgo, Moïse. | » |
| Panayotoglou, Avraam V., Seraï-Emir | Teheran, Persia. |
| Philippou, A | Janina, Greece. |
| Prodromides, K | Mersina, Turkey. |
| Soussa, Ibrahim, & Cie., Galata, Bereket Han. | Constantinople. |
| Schenker & Co, Kenprulu Han, Stamboul | » |
| Tagaris, T. P., Merkez Richtim Han, Galata. | » |
| Varbetian, L. & L. | Smyrna, Turkey. |

Iron & Steel

| | |
|---------------------------------------------------------------------------------|--------------------|
| Addy, Matthew, S. S. & Commerce Corp. of N. Y., Yildiz Han, Galata | Constantinople. |
| Altitzoglou, J., & Fils, Importers | Mersina, Turkey. |
| Avedissian & Kechichian, Importers | Adana, » |
| Brazzafolli, Max, Importer | Mersina, » |
| Capayannides, G., Importer | Trebizond, » |
| Chapman, I. F., & Co., Inc. Equitable Bldg | New York. |
| Essayan, Hagop, & Frères, Importers | Constantinople. |
| Guessarian, Mihran, 48 Rue Tunnel Galata | » |
| Haldéopoulo, N. P., Importer | Trebizond, Turkey. |
| Hochtrasser & Co., Importers | » » |
| » » » » | Samsoun, » |
| Kopelman, Ossip, Exporter. 26 Shootup Hill c/o G. Handelmann | London, England. |
| Levant Iron & Machinery Co., Ltd. Grd'Rue Mahmou dié Galata | Constantinople. |
| Navarro, Isaac J., Importer | Salonika, Greece. |
| Nemli Zadé Frères. Importers | Constantinople. |
| Prodromides, R. | Mersina, Turkey. |
| Rafie, Elie, Imp. | Aleppo, Syria. |
| Roditi, A., Importers & Exporters, Turkia Han St.. | Constantinople. |
| Trussed Concrete Steel Co.. Exporters | Detroit, U.S.A. |
| United States Steel Products Co., Exporters | New York. |

Jewelry

| | |
|-----------------------------------------------------|--------------------------|
| Errera, Fils de G. A., & Co., Ltd., Importers . . . | Saloniki, Greece. |
| Kantorowitz Lipman, Passage Rigo 20. | Constantinople. |
| Macdonald, R. B., & Co., Mfrs. & Exporters | Attleboro, Mass., U.S.A. |
| Mitrani, R., & Co., 22 Kezabdjoglou Han, Stamboul | Constantinople. |

Kitchen Cabinets

| | |
|---------------------------------------------------|--------------------------|
| Hoosier Manufacturing Co., The, Exporters | New Castle, Ind., U.S.A. |
|---------------------------------------------------|--------------------------|

Knit Goods

| | |
|-----------------------------------------------|-----------|
| Madison Mills Inc., 503-505 Broadway. | New York. |
|-----------------------------------------------|-----------|

Laces and Embroideries.

| | |
|---------------------------------------------------|-----------------|
| Abdo, George, & Bros., Exporters | Beirut, Syria. |
| Audi, S., & Frères, Manufacturers & Exporters . . | » » |
| Farah, F. G., & S., Mfrs. & Exporters | » » |
| Koukaz, George, Exporter | » » |
| Megarbané, G. H., Exporter | Aintab, Turkey. |
| Sadullah, Levy & Mandil, Exporters | Constantinople. |
| Samra, Elias Abu, & Fils, Exporters | Beirut, Syria. |

Land Agents

| | |
|---------------------------------|----------------------|
| Kouyoumdjian, Khosrov | Bagdad, Mesopotamia. |
|---------------------------------|----------------------|

Leather

| | |
|------------------------------------------------------|-----------------|
| Abdeni, G. G., & Co., Importers | Aleppo, Syria. |
| American Foreign Trade Corporation, Galata. . . | Constantinople. |
| Beythoum, Jeboury, Importer | Beirut, Syria. |
| Cofinas, Constantine N., Imp. St. Theodores Square 9 | Athens, Greece. |
| Mac Namara & Co., Aslan Han, Galata. | Constantinople. |
| Coenca Frères, Importers | » |

| | |
|--------------------------------------------------------|--------------------------|
| Commercial Bank of Greece | Athens, Greece. |
| Covo & Angel, Importers. | Saloniki, Greece. |
| Chasseaud, F. W., Importer, Agopian Han, Galata . | Constantinople. |
| Elkiatib, Abbas, Imp. | » |
| Elkiatib, Salim, Importer, Elkiatib Han. | » |
| Enriquez, Clemente, Importer | » |
| Féradian K., Importer, Dilsizzadé Han 17-19, . . . | » |
| Haddad, Elias And., Importer | Beirut, Syria. |
| Kleyff, Vladislav, Importer, Inayet Han, Galata. . . | Constantinople. |
| Lascaris, Michel, Importer Emin Bey Han 19, Stamb . | » |
| Lawrence, A. C., Leather Co. | Boston, Mass., U. S. A. |
| Lebet Frères & Co. Importers, Germania Han . . . | Constantinople. |
| Mattheosian, Vahan H., Imp., Ain. Bible House . . | Constantinople. |
| Matthews, C. J., & Co., Mfrs. & Exporters | Philadelphia, U. S. A. |
| McNeely & Price, Manufacturers and Exporters . . | » » |
| Modiano, F., & Co. | Smyrna-Saloniki, Greece. |
| Muller, Ch. F., Importer, 29 Apollo Street. | Athens, Greece. |
| Peristiany, J. Th., & Co, Importer | Alexandretta, Syria. |
| Pharaon, Issa, Schoucair & Co., Importers | Beirut. . . . » |
| Roussou & Danon, Importers, Phaliron Han | Constantinople. |
| Sarantis Frères, Importers | » |
| Schiaky, V., & Co., Importers & Exporters | Saloniki, Greece. |
| Schild, P., Importer & Exporter | Constantinople. |
| Serafas, D., Importer & Exporter | Saloniki, Greece. |
| Sirgi, M., & Co., Importer & Exporter | Beirut, Syria. |
| Société Suisse de Commerce pour la Syrie | Aleppo, Beyrout, Syria. |
| Soulangas, E. N., Fils, Importers & Mfrs. | Mitylene, Greece. |
| Tripo, C. N., & Fils, Manfs., 11 rue de la Quarantaine | Constantinople. |
| Vimos Brothers, Importers, 29 Nikis Str | Athens, Greece. |
| Zeis, Anastasse J., Alexiadi Han, 2-6, Galata. . . . | Constantinople |

Leather and Leather Goods

| | |
|---------------------------------------------------|------------------|
| Danon & Semack, Importers, Medina Han Stamboul | Constantinople. |
| Fruchter, Frati | Galatz, Rumania. |
| Lascaris, Michel, Importers Emin Bey Han 19, St. | » |
| Papazián, L. Duz P., Topalian Han, 43, Stamb. . . | » |

Licorice Root

| | |
|----------------------------------------------|----------------------|
| Keun Lavino & Co., Exporters | Smyrna. Turkey. |
| MacAndrews & Forbes Co., Exporters | » » |
| MacAndrews & Forbes Co., Exporters. | Bagdad, Mesopotamia. |

Light (in Fire-Proof Buildings)

| | |
|-----------------------------------------------------|------------------------|
| Lipton's, David, Sons Co., Mfrs & Exporters | Philadelphia, U. S. A. |
|-----------------------------------------------------|------------------------|

Lighting Devices

| | |
|-----------------------------------------------------|-----------------------------|
| Avigdor, N. S., Importer, Messadet Han, Sirkédji. . | Constantinople. |
| Welsbach Co., Manufacturers & Exporters. | Gloucester, N. J., U. S. A. |

Linimenas

| | |
|----------------------------------------------|-----------|
| Curtis & Brown Mfg. Co., Exporters | New York. |
|----------------------------------------------|-----------|

Linoleum and Oil Cloth

| | |
|-----------------------------------------------------|-------------------|
| Errera, Fils de G. A., & Co., Ltd., Importers . . . | Saloniki, Greece. |
|-----------------------------------------------------|-------------------|

| | |
|----------------------------------------------------|-----------------|
| Franco, Lazzaro, & Fils. Importers, Stamboul . . . | Constantinople. |
| Madison Mills, Inc., 503-505, Broadway | New York. |
| Picciotto, Hillel, & Co., Importers | Aleppo, Syria. |
| Schuep & Co., Imp. | » » |
| Yoanidès, Spiro P., Maison Louvre, Péra | Constantinople. |

Lithographers

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

Lloyds Agents

| | |
|-------------------------------------|-----------------|
| Hancock & Wood | Patras, Greece. |
| Whittall, J. W., & Co. Ltd. | Constantinople. |

Locks

| | |
|----------------------------------|-----------|
| Russell & Erwin Mfg. Co. | New York. |
|----------------------------------|-----------|

Lozenges

| | |
|----------------------------------------------|-----------|
| Curtis & Brown Mfg. Co., Exporters | New York. |
|----------------------------------------------|-----------|

Lumber

| | |
|-----------------------------------------------------|-----------------------------|
| Citterich, V. & D. | Saloniki, Greece. |
| Farrin, M. B., Lumber Co, Exporters. | Cincinnati, Ohio, U. S. A. |
| Fresco, Marco N., Exp., Dikranian Han, 47, Stamboul | Constantinople. |
| Hindié, Nicolas, Importers | Aleppo, Syria. |
| Kyfioti, John, Rue Kabristan, Péra, Imp | Constantinople. |
| Lamb-Fish Lumber Co., Exporters | Charleston, Miss., U. S. A. |
| North American Wood Products Corp., Exp. & Imp. | 50 Union Square, New York. |
| Serefas, D., Importers | Saloniki, Greece. |
| Sirgi, M., & Co., Importers. | Beirut, Syria. |

Machinery

| | |
|-------------------------------------------------------|-------------------------|
| Aperguis, N. A., & Co., Importer, Bahtiar Han . . . | Constantinople. |
| Balkan America Imp-Exp., Anadol Han, 32,33, Stamb. | Constantinople. |
| Balladur, Chas. P., Importer | Smyrna, Turkey. |
| Coenca Frères, Importers. | Constantinople. |
| Demaras Bros, Importers, 4 Philellinon Street . . . | Athens, Greece. |
| Dizengoff, M., Importer. | Jaffa, Palestine. |
| Farquhar, A. B., & Co., Manufacturers & Exps. . . | New York. |
| Fringhian, Meg., Importer, Messadet Han, Stamboul | Constantinople. |
| Guessarian, Mihran, 48 Rue Tunnel Galata. | » |
| Laughton, C., & Co., Importers | » |
| Loutfalla, Georges, Importer | Adana, Turkey. |
| Lykiardopoulos, Fils, A., Importer | Mersina, » |
| Melissinos, Bernard, Importer. | Piraeus, Greece. |
| Oriental Trading Co. of America, Imp. Gal. | Constantinople. |
| Schany, H. | Aleppo, Syria. |
| Soussa, Ibrahim & Cie., Imp., Gal. Buy. Tunnel Han | Constantinople. |
| Sprout, Waldron & C., Exporters | Muncy, Pa., U. S. A. |
| Vrioni, Pan. D., Importer, 4 Dephes Street | Athens, Greece. |
| Western Wheeled Scraper Co., Exporters | Aurora, Ill, U. S. A. |
| Zarifi, L., Importer, Assicurazioni Han, Galata . . . | Constantinople, Turkey. |

Machine Tools

| | |
|-------------------------------------------|-----------------|
| Niles-Bement-Pond Co., Exporters. | New York. |
| Philaretos, G., & Co. Exporters | Athens, Greece. |

Maize Oil

Corn Products Refining Co., Mfrs. & Exporters. New York.

Marmelades

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

Mercantile Agencies

Dun, R. G., & Co.. New York & Vienna.
National Credit Corporation, Title & Trust Bldg. Chicago, U.S.A.

Merchants (General)

Abazoglou, Jean, Abid Han 30, Galata Constantinople.
American General Trading Co. 56-58 Pine Str. New York
Arnold, Henry R. Sofia, Bulgaria.
Apostolos & Cie, Tutun Gumruk Stamboul Constantinople.
Cambhi, Vitalis R., Boyadji Han Stamboul »
Cosmetto, A., & Co., Omar Abid Han 10/13, Galata. »
Compte-Calix, J., & Saverio, J. G., 7 Rue Tchinar »
Crussachi, J. M., 56 rue du Stade Athens, Greece.
Douch, William, Buyuk Tunnel Han 5, Galata Constantinople.
Galani, John A. Merkez Richtim Han Gal. »
Harty's Stores, 27 Tepé Bachi, Pera »
La Fontaine, Edward, Sons, Allalemdji l'an St. »
Mouzas, Basil A Mitylene, Greece.
Rizopoulos, C., rue des Quais, No 46. Galata Constantinople.
Schmidt, Jan C. C., Djemaat Han, Rue Havra, Galata »
Sindacato Coloniale Italiano, Pinto Han, Stamboul Constantinople.
Sourlangas, E. N., Fils. Mitylene, Greece
Summers, Herbert S. Sofia, Bulgaria.
Varterian, Narareth, Kaissari Han 20, St. Constantinople.

Metals (Tin, Zinc, etc.)

Capayannides, C., Importer. Trebizond, Turkey,
Commercial Bank of Greece, Importers. Athens, Greece.
Demaras Bros, Importers, 4 Philellinou Street » »
Haldéopoulo, N. P., Importer. Trebizond, Turkey.
Hanania, Joseph, Importer. Bagdad, Mesopotamia.
Jahiel, Isaac I., Importer Saloniki, Greece
Juda & Salmona, Importers. » »
Kahn Frères, Importers, Astagian Han. Constantinople.
Lebet Frères & Co., Importers, Germania Han »
Navarro, Is. J., Importer. Saloniki, Greece.
Philaretos, C. G., & Co., Importers Athens, »

Metal Shapes (Pressed)

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

Meteorological Instruments

Taylor Instrument Cos., Manufacturers Rochester, N.Y., U.S.A.

Mills and Milling Machinery

| | |
|------------------------------------------------|--------------------------|
| Farrin, M. B., Lumber Co., Exporters | Cincinnati, Ohio, U.S.A. |
| Sprout, Waldron & Co., Exporters | Muncy, Pa, U.S.A. |

Minerals

| | |
|---------------------------------------------------|-------------------------|
| American International Corp., 120 Broadway . . . | New York. |
| Griswold & Brusick, (Chrome & Manganese Ore) . | Constantinople,-Smyrna. |
| Gulmezian, L., Merkez Richtim Han, Galata | Constantinople. |
| Jahiel, Isaac J., Exporter. | Smyrna, Turkey. |
| Lane, Reggio & Co., Exporter. | » » |
| Vafiadachi, M. & A., Exporters | » » |

Mineral Oils

| | |
|----------------------------------------------------|-----------------|
| Mac Namara & Co. Importer, Arslan Han. | Constantinople. |
| Pharaon, Issa, Schoucair & Co., Importers. | Beirut, Syria. |

Mohair (see Wool)

Mother of Pearl

| | |
|--------------------------------------------------|----------------------|
| Batarse, Issa, Exporter. | Bethlehem, Palestine |
| Pearle Waste Co., Import., 347 West Broadway . . | New York. |

Motor Boats and Motors

| | |
|----------------------------------------------------|------------------------|
| Balladur, Chas. P., Importer, P. O. Box Fo 161 . . | Smyrna, Turkey. |
| Waterloo Gasoline Engine Co., Manufacturers. . . . | Waterloo, Iowa, U.S.A. |

Motor Cycles

| | |
|----------------------------|------------------|
| Emblem Mfg. Co., | Angola, New York |
|----------------------------|------------------|

Motor Trucks

| | |
|----------------------------------------------------|-----------------------|
| Wichita Falls Motor Co., Mfrs. & Exporters | Wichita Falls, U.S.A. |
| General Motors Export Company, Botter App. Pera | Constantinople. |

Musical Instruments

| | |
|--------------------------------------|--------------------|
| Baldwin Co., The, Exporter | Cincinnati, U.S.A. |
|--------------------------------------|--------------------|

Nails (Wire)

| | |
|-----------------------------------------------------|-----------------|
| Essayan, Hagop, & Frères, Importers | Constantinople. |
| Papazian, L. Duz P., Topalian Han, 43, Stamb. . . | » |
| Pharaon, Issa, Schoucair & Co., Importers. | Beirut, Syria. |
| United States Steel Products Co., Exporters | New York. |

Naval Stores

| | |
|--------------------------------------|-----------------|
| Demaras Brothers, Exporters. | Athens, Greece. |
|--------------------------------------|-----------------|

Notions, Novelties

| | |
|-----------------------------------------------------------------------|------------------------|
| West Elctric Hair Curler Co. Hancock st, & Col- umbia Ave. | Philadelphia, U. S. A. |
|-----------------------------------------------------------------------|------------------------|

Nuts and Seeds

| | |
|-----------------------------------------------------|----------------------|
| Balekdjian, V. Brothers Turkish Han Stamboul . . | Constantinople. |
| Balladur, N., & Co., Grand Vezir Han. | Smyrna, Turkey. |
| Cacoulides, G. N., Exporter. | Trebizond, Turkey. |
| Cherry, Louis D., Importer, 52 S. 60th Street . . . | Philadelphia, U.S.A. |
| Djenandji, Michel & Mansour, Exp. | Aleppo, Syria. |
| Habicht & Co., Hudson & Laight Sts. | New York. |
| Haldéopoulo, N. P., Exporter. | Trebizond, Turkey. |
| Hills Bros. Co., Imps., Beach & Washington Sts. . . | New York. |
| Hochstrasser & Co., Exporters. | Trebizond, Turkey. |
| Hochstrasser & Co., Exporters | Samsoun, » |

| | |
|----------------------------------------------------------|-----------------------|
| Jaburg Bros., 1 & 3 Worth Street, Importers. | New-York. |
| Kabbaz, P. A., & Co., Exporters. | Aleppo, Syria. |
| Keun Lavino & Co., Exporters. | Smyrna, Turkey. |
| Levant Products Trading Co., Importers | New York. |
| Manachy, Lorenzo Y., Exporter. | Aleppo, Syria. |
| Marcopoli Fratelli, Exp. | Aleppo, Syria. |
| Mesopotamia & Persia Corp., Ltd. | Bagdad, Mesopotamia. |
| Nessim, Elisha, Exporter | » » |
| Pastene & Co., Inc., Importers | New York. |
| Reggio, Abel, Importer. 105, Hudson Street | » |
| Lane, Reggio & Co., Exporters | Smyrna, Turkey. |
| Scialom, Fils de Jacob, Exporters. | Saloniki, Greece. |
| Spencer Importing Co. 163 Greenwich St. | New York. |
| Stock & Mountain, Exp., Philippidès Han, Stamb | Constantinople. |
| Strick, Scott & Co. | Bagdad, Mesopotamia. |
| Tatian, A., Importer, 23 Central St., Room 8 | Boston, Mass., U.S.A. |
| Théophylactos & Léontidès | Trebizond, Turkey. |
| United Confectioners Supply Company, Importers | New York. |
| Wardé, I. & A., & Co., Exp., (Apricot Stones) | Beirut, Syria. |

Office Furniture (Steel)

| | |
|--------------------------------------------------|-----------|
| The General Fireproofing Co., Exporters. | New York. |
|--------------------------------------------------|-----------|

Office Supplies

| | |
|----------------------------------------------------------|-----------------|
| Hornstein, A., rue Tekke, Pera. | Constantinople. |
| Papaspyro, Alexander, Importer, Stadium Street | Athens, Greece. |

Oils (Lubricating etc.)

| | |
|----------------------------------------------------------------------------|----------------------|
| Aliferis, G., Importer, 37 Praxitelous Street | Athens, Greece. |
| Audi, S., & Frères, Importers | Beirut, Syria. |
| Brazzafolli, Max, Importer | Mersina, Turkey. |
| Crew-Levick Company, Refiners & Exporters. | Philadelphia, U.S.A. |
| Cornfield & Goldstein, Imp. Ikindji Kenadjian Han. | Constantinople. |
| Juda & Salmona, Importers. | Saloniki, Greece. |
| Loutfalla, Georges, Importer | Adana, Turkey, |
| Melissinos, Bernard, Importer. | Piraeus, Greece. |
| Sayegh Frères, Importers. | Beirut, Syria. |
| Standard Commercial Export & Finance Corp., Exp., 120 Broadway. | New York. |
| Standard Oil Company of New York. | Constantinople, |
| Tasartez, Henri, Impr., Tohafdji Han, Stamboul. | » |
| Vacuum Oil Co., Agency. | Jaffa, Palestine. |
| » » » » | Beirut, Syria. |
| » » » » | Cairo, Egypt. |
| Vacuum Oil Co., Keutchougrou Han, Galata | Constantinople. |
| Zarifi, L., Importer, Assicurazioni Han, Galata. | » |

Oils Sulphite

| | |
|---------------------------------------------------|-----------------|
| Damianos, N. D., Exporters, P. O. B. 23 | Athens, Greece. |
| Demaras Bros., Exporters | » » |

Oil Tank Trucks

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

Oleo Oil

| | |
|-----------------------------------------------------|-------------------|
| Amar, S., & Co., Importers, Validé Sultan Han . . . | Constantinople. |
| Brazzafolli, Max, Importer | Mersina, Turkey. |
| Cariciopoulo, Marc C., Imporer | Constantinople. |
| Constantinides, Theologos, Ladoscala, 6, Stamb. . . | » |
| Coenca Frères, Importers. | » |
| Doptoglou Bros, 2 Zindan Capou Stamboul | » |
| Ehrenstein & Toledo, Imp. Alti Parmak Han 3, Stam. | » |
| Féradian, K., Importer, Dilsizzadé Han. 17-19 . . \ | » |
| Frankfort, M., Exporter, Produce Exchange | New York. |
| Hirzel, R. & O., Importers | Constantinople. |
| Juda & Salmona, Importers. | Saloniki, Greece. |
| Molho, Isaac, Importer | » » |
| Mano, Albert J., Kiezaptchi-Oglou Han Stamboul . | Constantinople. |
| Navarro, Em. Is., Importers | Saloniki, Greece. |
| Pharaon, Issa, Schoucair & Co., Importers. | Beirut, Syria. |
| Pantsalis, A., & Fils, Zindan Kapou, 4, Stamb. . . | Constantinople. |
| Prodromides, K., Importer | Mersina, Turkey |
| Rousso & Danon, Imp. Phaliron Han, Gal. | Constantinople. |
| Sarantis Frères, Importers | » |
| Sciaky, V., & Co., Importers. | Saloniki, Greece. |
| Sourlangas, E. N., Fils, Importer | Mitylene, Greece. |

Olives and Olive Oil

| | |
|-----------------------------------------------------|--------------------------|
| Barff, P. G., & Co., Importers | Smyrna, Turkey. |
| Chamarakis, E. D., Exporter | Rethymno, Crete, Greece. |
| Cherry, Louis D., Importer, 52 S. 60th Street . . . | Philadelphia, U.S.A. |
| Constantinides, Theologos, Lanoscala, 6, Stamb. . . | Constantinople. |
| Damianos, N. D., P. O. B. 23, Exporters | Athens, Greece. |
| Demaras Brothers, Exporters. | » » |
| Fidao, F., & Co., Exporters | Smyrna, Turkey. |
| Keun, Lavino & Co., Importers | Smyrna, Turkey. |
| Lane, Reggio, & Co., Exporters | Smyrna, Turkey, |
| Pastene & Co., Inc., Importers | New York. |
| Salem, Alexandre, & Frères. | Aleppo, Syria. |

Opium

| | |
|----------------------------------------------------|-----------------|
| Abazoglou, Jean, Ex. Abid Han 30, Galata | Constantinople. |
| Anglo-Italian Manufacturers Agency, Turkia Han St. | » |
| Balekdjian, V. Brothers Ex. Turkia Han, Stamboul. | » |
| Banque Générale de Commerce et de Crédit Stamb.. | » |
| Caltzounides, A. Ch., Nomico Han, Galata. | » |
| Cosmetto, A., & Co. Ex. Omer Abid Han Galata. | » |
| Fidao, F., & Co., Exporters. | Smyrna, Turkey. |
| Gulbenkian Bros., & Co., Exporters. | Constantinople. |
| Hirzel, R. & O., Ex. Buyuk Yeni Han 31, Stam. . . | » |
| Kaftanizadé Frères & Cie. Mader Han 7/10, Galata . | » |
| Kahn, Frères, Ex., Astagian Han, Stamboul. . . . | » |
| Keun Lavino, & Co., Exporters. | Smyrna, Turkey |

| | |
|-----------------------------------------------------------|-------------------|
| Megarbané, Habib & Fils, Exporters | Aleppo, Syria. |
| Merica, Th., Exp., Taptas Han, Galata | Constantinople. |
| Nemli Zadé Djemal, Ex. Nemli Zadé Han; Sirkedji | » |
| Oriental Trading Co. of America, Exp Gal. | » |
| Rappaport., J. M., Importer, 140 Nassau Street | New York. |
| Reggio, Ant., & Co., Exporters | » |
| Scialom, Albert, & Co., Exporters. | Saloniki, Greece. |
| Scialom, Fils de Jacob, Exporters. | » » |
| Taranto, Nissim, Kenadjian Han, Stamboul | Constantinople. |
| Varterian, Nazareth, Kaissari Han 20 St. | Constantinople. |
| Vogel, Konrad, Exprs., Buyuk Yeni Han Stamboul | » |
| Wolkenberg, Oscar, 50 Djedid Han St. | » |

Otto of Roses

| | |
|--------------------------------------------------|-------------------------|
| Hirzel, R. & O., Ex. Buyuk Yeni Han 31 | Constantinople, Turkey. |
|--------------------------------------------------|-------------------------|

Paints. Enamels and Varnishes

| | |
|----------------------------------------|----------------------|
| Ashraf Bros., Importers | Bagdad, Mesopotamia. |
| Standard Oil Co. of New York | New York. |

Paper

| | |
|---------------------------------------------------------------------------------------|-----------------|
| Schapira, J. M., Importer, 21 Colocotroni Street | Athens, Greece. |
| Société Anonyme de Papeterie et d'Imprimerie Anciens Etabl. Fratelli Haïm. | Constantinople. |

Perfumes

| | |
|-----------------------------------------------------------|-----------------|
| Mitrani, R. & Co., 22 Kezabdjoglou Han, Stamboul. | Constantinople. |
|-----------------------------------------------------------|-----------------|

Petroleum

| | |
|------------------------------------------------------------|--------------------------|
| Banque Générale de Commerce et de Crédit, Impor. | Constantinople. |
| Crew-Levick Co., Refiners & Producers | Philadelphia, U. S. A. |
| Fringhian, Meg., Importer Messadet Han, Stamboul | Constantinople. |
| Lykiardopoulos, Fils, A., Importers | Mersina, Turkey. |
| Megarbane, Habib, & Fils | Aleppo, Syria. |
| Mizrahi, Oscar, Importers, Djedid Han. | Constantinople. |
| Philippou, A., Importer | Yanina, Greece. |
| Standard Oil Co., Importers | Constantinople. |
| Standard Oil Co. of New York | New York. |
| Vacuum Oil Co., Importers. | Rochester, N. Y., U.S.A. |
| Vacuum Oil Co., Importers. | Beirut, Syria. |
| Vacuum Oil Co., importers | Jaffa, Palestine. |
| » » » | Cairo, Egypt. |

Pitch

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

Physicians and Dentists

| | |
|--------------------------------------------|-----------------|
| Yoanidès, Prof. Doctor Christaki | Constantinople. |
|--------------------------------------------|-----------------|

Pianos, Piano Players

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

Pistachio Nuts.

| | |
|-------------------------------------------|----------------|
| Corneille & Co., Exporters. | Aleppo, Syria. |
| Coussa, Armand, Exporters | » » |
| Kabbaz, P. A., & Co., Exporters | Aleppo, Syria. |

Mégarbané, G. H., Exporters Aintab, Turkey.
 Obégi, Charles, & Co., Exporters » »

Pipes (Gas, Water, etc.)

United States Steel Products Co., Exporters New York.

Pipe Tools

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

Playing Cards

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

Poppy Seeds

Scialom Albert, & Co., Exporters Saloniki, Greece.

Portable Houses

North Amer. Wood Products Corp., Exp., 50 Union Sq. New York.

Printers and Bookbinders Material and Machinery

American Press, The, Importers, Beirut, Syria.
 Mann Co., Wm. Exporters, 529 Market Street. Philadelphia, U. S. A.
 Matteossian, Vahan A., Imp., Am. Bible House. Constantinople.
 Soc. An. de Papeterie et d'Imprimerie, Import.
 Anciens Etabl. Fratelli Haïm »
 Zellich, Henri & Co., Im. Galata, Rue Mahmoudié 21 »
 Zellitch Frères, Rue Yazidji, Péra »

Presses (Oil & Wine)

Farquhar, A. B., et Co., Cotton Exch. Bldg. New York.

Printing Paper

Hirzel, R. O.& Importers Constantinople.
 Matteosian, V. H., Imp., American Bible House »
 Sarantis Frères, Importers. »
 Soc. An. de Papeterie et d'Imprimerie, Import.
 Anciens Etabl. Fratelli Haim »
 Zellich, Henri & Co. Im. Galata, Rue Mahmoudié 21 »
 Zellitch Frères, Rue Yazidji, Péra »

Publishers

Boot & Shoe Recorder Publishing Co., 207 So. St. Boston, Mass., U.S.A.
 National Crédit Corporation, Title & Trust Bldg. Chicago, U.S.A.
 Société Anonyme de Papeterie et d'Imprimerie,
 Anciens Établ. Fratelli Haïm Constantinople.

Pulleys and Pressed Metal Shapes

Amer. Pulley Co., Mfrs. & Exp., 28th & Bristol St.. . . . Philadelphia, U. S. A.

Pumps

Avedissian & Keshishian, Importers. Adana, Turkey.
 Flint & Walling Mfg. Co., Exporters Kendalville, Ind., U. S. A.
 Hanna, Rabbath, & Fils, Imp. Aleppo, Syria.
 Loutfalla, Georges, Importer Adana, Turkey.
 Lucy Mfg. Co., 233 Broadway New York.
 Melissinos, Bernard, Importer. Piræus, Greece.
 Rumsey Pump Co., Ltd., Exporters. Seneca Falls, N. Y., U.S.A.
 Southwark Foundry & Machine Co., Exporters. Philadelphia, U. S. A.

Railroad Repair Shop Equipment

Niles-Bement-Pond Company, Exporters New York.

Railway Material

| | |
|-------------------------------------------------------|------------------------|
| Brill Co., G. J., Mfrs. & Exporters | Philadelphia, U. S. A. |
| Essayan, Hagop, & Frères, Importers | Constantinople. |
| Standard Steel Works Co., Exporters | Philadelphia, U. S. A. |
| United States Steel Products Co., Mfrs. & Exp., . . . | New York. |

Raisins (Sultana)

| | |
|-----------------------------------------|-----------------|
| Dwek, Joseph E. F., Exporters | Aleppo, Syria. |
| Fidao, F. & C., Exporters | Smyrna, Turkey. |

Razors & Blades

| | |
|--------------------------------------|-------------------------|
| Gillette Safety Razor Co., | Boston, Mass., U. S. A. |
|--------------------------------------|-------------------------|

Roofing

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

Rubber Goods

| | |
|-----------------------------------------------------|------------------------|
| Douhani Zadé Fils, 25 Sultan Hamam, Stamb. | Constantinople. |
| Hindié, Nicolas, Imp. | Aleppo, Syria. |
| Orosdi-Back, Etablissements, Importers. | Constantinople. |
| Quaker City Rubber Co., Mfrs. & Exporters | Philadelphia, U. S. A. |
| Société Suisse de Commerce pour la Syrie | Aleppo, Beirut, Syria. |
| United States Rubber Export Co. | New York. |
| Varbetian, L. & L., Importers | Smyrna, Turkey. |

Safes

| | |
|---------------------------------------------------|----------------|
| Audi, S., & Frères, Importers | Beirut, Syria. |
| York Safe & Lock Co., Mfrs. & Exporters | New York. |

Saffron

| | |
|--------------------------------------------|-------------------|
| Scialom, Albert, & Co., Exporter | Saloniki, Greece. |
|--------------------------------------------|-------------------|

Service Association for Industries

| | |
|--------------------------------------------------------------------------|-----------------------|
| Tanners Council of the United States of America 41 Park Row | New York. |
| Boot & Shoe Recorder Publishing Co., 207 South st.. | Boston, Mass., U.S.A. |

Saw Mill Machinery

| | |
|---------------------------------------------|-----------|
| Farquhar, A. B., & Co., Exporters | New York. |
|---------------------------------------------|-----------|

Sesame Seed

| | |
|--------------------------------------------|----------------|
| Ezadjian, Mihran, Exporter | Adana, Turkey. |
| Simeonoglou, Aristidès, Exporter | Adana, » |

Sesame Seed Oil

| | |
|---------------------------------------------|------------------|
| Naccache, Ibr., & Fils, Exporters | Mersina, Turkey. |
| Zelvéian, M. & K. S., Exporters. | » » |

Sewing Machines

| | |
|----------------------------------------------------|-------------------|
| Bourne & Co. (Singer Sewing Machines) | Saloniki, Greece. |
| » » » » » | Athens, » |
| Singer Sewing Machine Company, Importers | Constantinople, |
| » » » » » | Beirut, Syria. |

Shampoo

| | |
|-------------------------------------------------------------------------|------------------------|
| West Electric Hair Curler Co., Hancock st. & Col- umbia Ave. | Philadelphia, U. S. A. |
|-------------------------------------------------------------------------|------------------------|

Ship Chandlers

| | |
|-------------------------------------------------|-----------------|
| Dabovich & Co. Eski Lloyd Han, Galata | Constantinople. |
|-------------------------------------------------|-----------------|

Shipping & Shipping Agents

| | |
|--------------------------------------------------------------------------------|-----------------|
| Achaia S. S. Co. | Patras, Greece. |
| Addy, Matthew, S. S. & Commerce Corp. of N. Y., Yildiz Han, Galata. | Constantinople. |

| | |
|----------------------------------------------------------|--------------------------|
| Alevra, D. G. | Smyrna, Turkey. |
| Algranti, Moreno, Yeni Han, Sirkedji, Stamboul . . | Constantinople, |
| American Black Sea S.S. Corp. Merkez Richtim Han | » |
| American & Eastern Trading Co., 36 Av. de l'Opera | Paris, France. |
| American Shipping & Stevedoring Co. | Piraeus, Greece. |
| Apostoloff, Jordan | Bourgas, Bulgaria. |
| Archipelago American Steamship Co. | Beirut, Syria. |
| » » » » | Constantinople, |
| » » » » | Smyrna, Turkey. |
| Arditti, S., Rue des Banques | Saloniki, Greece. |
| Artus, Jean | Mersina, » |
| Athanassiades, Bodossaki, Hovaghimian H. 2 Galata | Constantinople. |
| Barff, P. G., & Co | Smyrna, Turkey. |
| Basiotti, Chr. R., Marine Han, Galata. | Constantinople. |
| Brazzafolli, D., (Lloyd Triestino) Moumhané, Galata | » |
| British Slip-way and Repairing Yard, Djibaly. . . | » |
| Cauchi Fratelli. | Saloniki, Greece. |
| Chamarakis, E. D.. | Rethymno, Crete, Greece. |
| Citterich, V. & D. | Saloniki, Greece. |
| Cox's Shipping Agency, Ltd., rue Sherif Pasha, 27 . | Alexandria, Egypt. |
| Chrussachi, J. M., 56, rue du Stade | Athens, Greece. |
| Cunard Steamship Co., Tchিনি Rihtim H. G.. . . | Constantinople. |
| Curmusi, Theo. N. (Achaia). | » |
| Dabovich & Co., Eski Lloyd Han, Galata | » |
| Drossos, A. J., & Co, Esky Yomruk; Ada Han 15. | » |
| "Dunarea" Societata Anonima Romana pentru Na- | Braila, Roumania. |
| vigatiune, Braila, Str. Vapoareler | Aleppo, Syria. |
| Dwek, Saul S. & Co.. | Smyrna, Turkey. |
| Eliades, John & Co. | Constantinople. |
| Export S. S. Corporation, rue des Quais, 46, Gal. . | » |
| «Express», Société de Transport, Cité Phaliro, 6-8, Gal. | » |
| Foscolo, Mango & Co., Ltd., Hovaghimian Han Gal. | » |
| Galani, John A., Merkez Richtim Han, Gal. | » |
| "Gradiwo" Société Commerciale par Actions | Varna, Bulgaria. |
| Ghiolman Bros., Constitution Square. | Athens, Greece |
| Hadcock & Wool | Patras, » |
| Hirschcowitz, Léon, 30-32 Hudavendighiar Han, Gal. | Constantinople. |
| Hochstrasser & Co. | Trebizond, Turkey. |
| » » | Samsoun, » |
| Homere, E., & Co. | Smyrna, Turkey. |
| "Intercontinentale", Seir Sefain Han, Galata | Constantinople. |
| Keller, Theodor E., | Athens, Greece. |
| Khoury, Farra Alex | Beirut, Syria. |
| Laughton, Co., & C., 42 Perchembé Bazar, Galata . | Constantinople. |
| La Fontaine, Edward, & Sons, Allalemdji Han Stam. | » |
| Levant Trade Bureau, Sinasson Han, 2, Galata. . . | » |
| Lorey, Guillermo, Djemaat Han, Rue Havra, Galata | » |
| Lupovitz, Jacob, Rue Voïvoda, Voïvoda Han | » |
| Molho Frères | Saloniki, Greece. |
| Metaxa Zissi N., & Son, Merkez Rihtim Han 15,16,28 | Constantinople. |
| III, Fl. Galata | Constantinople. |
| Morelli, Alf., & Co., Phaliron Han, 3, Galata | Constantinople. |

| | |
|------------------------------------------------------|----------------------------------|
| Morphy, W., & Son, Crowe & Stevens | Athens, Patras, Piraeus, Greece. |
| Pauer, E. C., & Co., Erzeroum Han, 21.22, Stamb. . . | Constantinople. |
| Philippou, A. | Yanina, Greece. |
| Photiades, Th., 82 Wall St. | New York. |
| Reppen, Theo., Arabian Han, Galata. | Constantinople. |
| Rizopoulos, C., Rue des Quais, No. 46, Galata . . . | » |
| Rouso & Danon, Phaliron Han, Gal. | » |
| Rouso & Danon, Hippocrate St., 1 | Piraeus, Greece. |
| Sangursky & Cie, Moumhané, Galata, Couteaux H. 2 | Constantinople. |
| Schenker & Co. Keuprulu Han, Stamb. | » |
| Tagaris, T. P., Merkez Richtim Han, Galata. . . . | » |
| Theodoridi & Co., | Braila, Roumania. |
| Tubino, M., & Carabiberi, A., Nomico Han, Gal. . . | Constantinople. |
| Vesco, G. & C., Eski-Sharab Iskellessi, 11, Galata . | » |
| Whittall, J. W., & Co., Ltd | » |

Shipyard Machinery

| | |
|-----------------------------------------------|-----------|
| Niles-Bement-Pond Company, Exporters. | New York. |
|-----------------------------------------------|-----------|

Shoe Polish (Polishing Sets, etc.)

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

Silk Cocoons

| | |
|----------------------|---------------------|
| Angeloff, D. | Tirnovno, Bulgaria. |
|----------------------|---------------------|

Silk Goods

| | |
|----------------------------------------------------|-----------------|
| Balit, Charles, & Co., Importers | Aleppo, Syria. |
| Hanni, E. Exporters, Matheo Han Stamboul | Constantinople. |
| Levant Trade Bureau, Sinasson Han No. 2 Galata. | » |
| Meridional Trading Co., 20 Broad Str. | New York. |
| Picciotto, Hillel, & Co., Imp. | Aleppo, Turkey. |

Silver Ware

| | |
|------------------------------------------------------------------------------------------------------------------------|-----------------|
| Gross Frères, Handan Han 9-10, Stamb. | Constantinople. |
| Kroubalkian, K. Impr. "Sole Agent for Turkey" "Reed and Barton of New-York," Grand Tun- nel Han Galata | Constantinople. |
| Melki & Menassah, Importers. | Beirut, Syria. |

Skins, Hides and Furs

| | |
|-----------------------------------------------------|------------------------|
| Abdeni, G. G. & Co., Imp. | Aleppo, Bagdad, Syria. |
| Angeloff, D. | Tirnovno, Bulgaria. |
| Arsen & Co., Exporters, Allalemdji Han, St. | Constantinople, |
| Balit Charles & Co., Exp. | Aleppo, Syria. |
| Beythoum, Jeboury, Exporter. | Constantinople. |
| Blattner, A., Huriet Han Galata | » |
| Cabbabeh K. & S. Importers | Aleppo, Syria. |
| Coenca Frères, Exporters. | Constantinople. |
| Djenandji, Michel & Mansour, Exp. | Aleppo, Syria. |
| Essefian, Parsegh G., Exporter | Constantinople. |
| Fresco, Fils d'Aslan, Exporters | » |
| Gelat, Elias Thomas, Exporter (Sheep & Goat) . . . | Jerusalem, Palestine. |
| Hanania, Joseph, Exporter | Bagdad, Mesopotamia. |

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| Hindié, Nicolas, Exp. | Aleppo, Syria. |
| Maissa, M. G., Exporter | Constantinople |
| Manuelian & Co., Exporters. | Mersina, Turkey. |
| Medina, Aug. de, Hazzopoulo Han 42/43 Stamb. . . | Constantinople. |
| Meridional Trading Co., 20 Broad Str. | New York. |
| Nemli Zadé Frères, Exporters. | Constantinople. |
| Rappaport, J. M., Importer, 140 Nassau Street. . . | New York. |
| Sarfati, S. Joseph, Exporter, Germania Han | Constantinople. |
| Sasoon, David, & Co., Exporters | Bagdad, Mesopotamia. |
| Schamasch, Gourgie & Co., Exporters | » » |
| Serefas, D., Exporter. | Saloniki, Greece. |
| Skender, Krikor, Exporter | Bagdad, Mesopotamia. |
| Tatian, A., Importer, 23 Central St., Room 8. . . . | Boston, Mass., U.S.A. |
| Tripo, C. N., & Fils, Exp., 11 rue de la Quarantaine | Constantinople. |
| Zeis, Anastasse J., Alexiadi Han, 2-6, Galata. . . . | » |

Soap

| | |
|----------------------------------------------------|--------------------------|
| American Foreign Trade Corporation, Galata . . . | Constantinople. |
| Coussa, Armand, Imp. | Aleppo, Syria. |
| Modiano, Issac, Frères & Fils, Importers | Saloniki, Greece, |
| Procter & Gamble Co., Manufacturers & Exporters . | Cincinnati, Ohio, U.S.A. |
| Vimos Brothers, Importers 29 Nikis Street | Athens, Greece. |

Starch

| | |
|-------------------------------------------------------|-------------------------|
| Corn Products Refining Co., National Starch Co., Exp. | New York. |
| Errera, Isaac G., Importer | Saloniki, Greece. |
| Modiano, Facino, & Company | Smyrna—Saloniki, Greece |

Stationery

| | |
|------------------------------------------------------------------------------------------|----------------------|
| Errera, Fils de G. A., & Co., Ltd, Importers | Saloniki, Greece |
| Hassid, A. M., & Co., Importers | » » |
| Hornstein, A., rue Tekke, Pera | Constantinople. |
| Mann Co., Wm., Exporters, 529 Market St. | Philadelphia, U.S.A. |
| Matteosian, V. H., Import., American Bible House . | Constantinople. |
| Modiano, Isaac, Frères & Fils, Importers | Saloniki, Greece. |
| Soc. An. de Papeterie et d'Imprimerie, Import, Anciens Etabl. Fratelli Haïm | Constantinople. |
| Zellich, Henri, & Co. Imp. 21, Rue Mah. Galata . . | » |
| Zellich Frères, Galata | » |

Steel Office Furniture

| | |
|--------------------------------------------------|-----------|
| The General Fireproofing Co. 395 Broadway. . . . | New York. |
|--------------------------------------------------|-----------|

Stevedoring

| | |
|----------------------------------------------------------|-----------------|
| American Black Sea S.S. Corp., Merkez Richtim Han | Constantinople. |
| American Shipping & Stevedoring Co. | Piraeus Greece. |
| «Express», Société de Transport, Cité Phaliro, 6-8, Gal. | Constantinople. |
| Hirschcowitz, Léon, 30-32 Hudavendighiar Han, Gal. | » |
| Tubino, M., & Carabiberi, A., Nomico Han, Gal. . . | » |

Stone Handling Machinery

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

Stoves and Heating Apparatus

| | |
|----------------------------------------------------|-----------|
| Balkan-American Trading Co., 110 West 34th st. . . | New York. |
| Standard Oil Co. of New York | New York. |

Sugar

| | |
|-----------------------------------------------------|-----------------|
| Cabbābeh, G., & Fils, Importers | Aleppo, Syria. |
| Commercial Union of America, 23 Beaver St. . . . | New York. |
| Fringhian, Meg., Imp., Messadet Han, Stamboul . . | Constantinople. |
| Lamborn & Company, 132 Front Str. Lamborn Bldg. | New York. |
| Megarbané, Habib, & Fils Importers | Aleppo, Syria. |
| Muller, Eftihidis & Co., Kutchuk Millet Han 18-19 . | Constantinople. |
| Schemtob, Fils de Abraham, Kouru Kavedji Han. . | » |

Suit Hangers

| | |
|----------------------------------------------------|------------------------|
| West Electric Hair Curler Co., Exporters | Philadelphia, U. S. A. |
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Tanning

| | |
|------------------------------------------------------|-----------------|
| Tripot, C. N., & Fils, 11 rue de la Quarantaine. . . | Constantinople. |
|------------------------------------------------------|-----------------|

Tanning Materials

| | |
|-----------------------------------------------------|-----------------------|
| Lawrence, A. C., Leather Co. | Boston, Mass., U.S.A. |
| Spike, Clarence H., Importer, 143 Federal Street. . | » » » |

Telephone Supplies

| | |
|---------------------------------------------------|-------------------|
| Schany, H., Bey, & Co. | Aleppo, Syria. |
| The Bell Telephone Mfg. Co., Exporters. | Antwerp, Belgium. |
| Western Electric Co., Exporters, 463 West St. . . | New York. |

Temperature Instruments

| | |
|-----------------------------------------|-------------------------|
| Taylor Instrument Cos., Manfrs. | Rochester, N.Y., U.S.A. |
|-----------------------------------------|-------------------------|

Timber

| | |
|--------------------------------------------------------------------------|---------------------|
| Commercial Bank of Greece, Importers | Athens, Greece. |
| "Combustibilul" Anglo-Roman, Buc. 19 Str. Reg. Exp. | Bucarest, Roumania. |
| Kopelman, Ossip, Importer 26 Shoot up Hill c/o G. Handelman | London, England. |

Tin Plate

| | |
|--------------------------------------------------|-----------|
| Fresco, Ralph R., & Co., 13-21 Park Row. | New York. |
|--------------------------------------------------|-----------|

Tobacco

| | |
|-------------------------------------------------------|------------------|
| Abazoglou, Jean, Ex. Abed Han 30, Galata. | Constantinople. |
| Alston Tobacco Co. Inc. Exporters | Samsoun, Turkey. |
| Alston Tobacco Co., Inc. Exporters | Smyrna, Turkey. |
| American Transocean Corp., 912 Broadway. | New York. |
| Anglo-Italian Manufacturers Agency, Turkia Han St. | Constantinople. |
| Balekdjian, V. Brothers Ex. Turkia Han Stamboul . | » |
| Banque Gén. de Com. et Crédit Meidandjik 3, Stam. | » |
| Caltzounides, A. Ch., Nomico Han, Galata. | » |
| Coenca Frères, Exporters. | » |
| Foscolo, Mango & Co., Ltd. Exp. Hovaghimian H. G. | » |
| Galani, John A., Merkez Richtim Han, Galata . . . | » |
| Gary Tobacco Inc., Co., Merkez Richtim Han, III, Gal. | » |
| Gary Tobacco Co., Inc., Exporters | Samsoun, Turkey. |
| Hanna, Rabbath, & Fils Exp. | Aleppo, Syria. |
| Kaftanizadé Frères & Cie., Ex. Mader H. 7/10 G. . | Constantinople. |
| Levy, M., & Co., Exp., Emin Bey Han 9 Stamb. . . | » |

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|------------------------------------------------------|-----------------------|
| Levant Products Trading Co., Importers | New York. |
| Levy, Aron J., Ex. Rue Kioutubhané, Turkia Han . | Constantinople. |
| Macedonian Tobacco Co., The, Exporters | Cavalla, Greece. |
| Margaritoff, Demetre M., Ex. Anopoulo Han St. . . | Constantinople. |
| Mayer, N., & Co., Exporters | Cavalla, Greece. |
| Melachrino Tobacco Trading Co., Inc., Exporters. . | Samsoun, Turkey |
| Melachrino Tobacco Trading Co., Inc. . . » | Cavalla, Greece. |
| Mizrahi, Oscar, Exporter, Djedid Han St. | Constantinople. |
| Nemli Zadé Djemal, Ex. Nemli Zadé Han, Sirkedji . | » |
| Pappas Co., C., 163-165 North St. | Boston, Mass., U.S.A. |
| Pirocacco, Christo, Exporter | Smyrna, Turkey. |
| Schemtob, Fils de Abraham, Kouru Kavedji Han, S. | Constantinople. |
| Schinassi Bros., Exporters | Cavalla, Greece. |
| Serafas, Dim., Exporter | Saloniki, » |
| Soc. Anonyme de Tabacs d'Orient et d'Outre Mer, Exp. | Cavalla, Greece. |
| Standard Commercial Export & Finance Corp. . . . | Constantinople. |
| Tatian, A., Importer, 23. Central St., Room 8 . . . | Boston, Mass., U.S.A. |
| Tobacco Products Corporation, 1790 Broadway . . | New York. |
| Wolkenberg, Oscar, 50 Djedid Han St. | Constantinople. |

Tools

| | |
|----------------------------------------------------|----------------------|
| Disston, Henry, & Sons, Mfrs. & Exps., P.O.B. 1537 | Philadelphia, U.S.A. |
| McCaffrey File Co., 5th & Berk Sts, Exporters . . | » » |

Tooth Powder

| | |
|----------------------------------------------------|-----------|
| Curtis Brown Mfg. Co., Exprs., 215-217 Fulton St.. | New York. |
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Tourist Agency

| | |
|----------------------------------------------------|-----------------|
| American Express Co., 17 Piazza Nunziata | Genoa, Italy. |
| American Express Co., 65 Broadway | New York. |
| Ghiolman Bros | Athens, Greece. |

Typewriters and Supplies -

| | |
|--------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| Abramovitz, Leon P., Importer. | Bucarest, Roumania. |
| Cofinas, Constantine N., St. Theodore Square 9 (Agts, for Greece Royal Typewriter Co) | Athens, Greece. |
| Hammond Typewriter Co., Exporters | New York. |
| Hornstein, A., rue Tekke, Pera | Constantinople. |
| Kroubalkian, K, Sole Agent for Turkey "Royal Typewriter Co." & Depositor, and for « Corona » Grand Tunnel Han, Galata. | » |
| Papaspyro, Alexander, Importer, Stadium Street. . | Athens, Greece. |
| Remington Typewriter Co., Exporters | New York. |
| Schuep & Co., Imp. | Aleppo, Syria. |
| Spike, Clarence H., Exporter 2d Hand Machines. . | Boston, Mass., U.S.A. |
| Soc. An. de Papeterie et d'Imprimerie, Import. Anciens Etabl. Fratelli Haïm | Constantinople. |

Underwear

| | |
|-----------------------------------------------|-----------|
| Madison Mills Inc., 503-505 Broadway. | New York. |
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Varnish

| | |
|--------------------------------------------------|----------------|
| Cabbabeh, G., & Fils Importers | Aleppo, Syria. |
| The General Fireproofing Co., 395 Broadway . . . | New York. |

Ventilation (in Fire-Proof Buildings)

| | |
|-----------------------------------------------|---------------------|
| Lipton's Sons Co., David, Exporters | Philadelphia, U.S.A |
|-----------------------------------------------|---------------------|

Watches

Ingersoll, Robt H., et Bro., 315 4th Ave New York.

Waterproofing Materials

The General Fireproofing Co., 395 Broadway. New York.

Wind Mills

Flint & Walling Mfg Co., Exportes Kendalville, Ind., U.S.A
Shaphira, J. M., Importer, 21 Colocotroni Street. Athens, Greece.

Wines and Liquors

Audi, S., & Frères, Importers Beirut, Syria.
Barbaresso Brothers, Mfrs. & Exporters. Piræus, Greece.
Cambas, André P., Exporter. Athens, Greece
Cofinas, Constantine N., St. Theodores Square 9 » »
Economic Cooperative Society, Ltd. Constantinople.
Metaxa, S. & E. A., Mfrs. & Exporters Piræus, »
Pastene, P., & Co., Inc., Importer New York.
Pouris, Demosthenes, Mfrs. & Exporter. Piræus, Greece.
Reggio, Ant., & Co., Importers Smyrna, Turkey.
Sadullah, Levy & Mandil, Importers. Constantinople.
Société Hellénique de Vins et Spiritueux Athens, Greece.

Wire (barbed, plain, etc.)

United States Steel Products Co., Exporters New York.

Wool and Mohair

Arsen, A. G., & Co., Exp., Allalemджи Han, Stamb.. . . . Constantinople.
Asfar & Co., Pressing Factory and Exporters. Bagdad, Mesopotamia.
Cabbabeh, G., & Fils, Exporters Aleppo, Syria.
Fidao, F., & Co., Exporters Smyrna, Turkey.
Fresco, Fils d'Aslan, Exporters. Iktissat Han. Constantinople,
Gulbenkian Bros. & Co., Exporters, Stamboul. »
Kahn Frères, Exp. Ier Vakif Han 37/39, Stamboul Constantinople,
Levy, M., & Co., Export. Emin Bey Han St. Constantinople.
Marcopoli, V., & Co., Exporters Alexandretta, Syria.
Manachy, Lorenzo Y., Exporter Aleppo, »
Manuelian, H., & Co, Exporters. Mersina, Turkey.
Marcopoli Fratelli Exp. Aleppo, Syria.
Mégarbané, Habib, & Fils, Exporter Aleppo, Syria.
Mosseri, Albert, Exporter Saloniki, Greece.
Muller, Ch. F., Importer, 29 Apollo Street. Athens, Greece.
Nessim, Elisha, Exporter Bagdad, Turkey
Obégi, Charles., & Co., Exporters. Aintab, Syria.
Rafie, Elie, Exp. Aleppo, »
Rappaport, J. M., Importer, 140 Nassau Street. New York,
Roditi, A., Exporters, Turkia Han Stamboul Constantinople,
Sarfati, Barouh, Exporter Saloniki, Greece.
Sasson, David, & Co. Ltd, Exporters Bagdad, Mesopotamia.
Serefas, D., Exporter Saloniki, Greece.
Skender, Krikor, Exp. Bagdad, Mesopotamia.
Stock & Mountain, Philippidès Han, Stamboul Constantinople,
Taranto, Nissim, Kenadjian Han, Stamboul »
Tatian, A., Importer, 23 Central St., Room, 8. Boston, Mass., U. S. A.

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| Vimos Brothers, 29 Nikis Street | Athens, Greece. |
| Wardé, I. & A., & Co., Exporters. | Beirut, Syria. |
| Zeis, Anastasse J., Exp., Alexiadi Han, 2-6, Galata | » |
| Zelvéian, M. &, Exporters | Mersina, Turkey. |

Woolen Goods

| | |
|---------------------------------------------------------|-----------------|
| Amory, Browne & Co., 62 Worth St. | New York. |
| Dwek, Joseph, E. F. Importers | Aleppo, Syria. |
| Dwek, Saul S. & Co., Imp. | Aleppo, Syria. |
| Elkiatib, Salim, Importer, Elkiatib Han | Constantinople. |
| Fotiadi, Alexandre D., 44 Buyuk Yeni Han Stamb. | Constantinople. |
| Muller, Ch. F., Importer, 29 Apollo Street. | Athens, Greece. |
| Schuep & Co., Importers. | Aleppo, Syria. |
| Suffern Trading Co., 90 West st. | New York. |

Individual Members.

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| Arnold, Davis G., | Providence, R. I., U.S.A. |
| Booth, E. G., Amer. Black Sea S/S. Corp. | Constantinople. |
| Brewster, W. M., c/o Standard Oil Co. | Constantinople. |
| Brown, J. Wylie | Constantinople. |
| Chamber of Commerce & Industry. | Varna, Bulgaria. |
| Charalambis, N. M., | Piraeus, Greece. |
| Chester, Arthur T., U.S. Shipping Board | Constantinople. |
| Coombs, J. P., Near East Relief. | Constantinople. |
| Crane, F. R., Standard Oil Co. | Constantinople. |
| Damon, Theron J., Journalist | Milton, Massachusetts. |
| Davis, C. Claflin, American Red Cross. | Constantinople. |
| Doucarelis, Aristides M. | Mitylene, Greece. |
| Efstratiou, Apostolos, English Stores Proprietor | » » |
| Eulambios, N., c/o National Bank of Greece | Athens. |
| Fisher, P. S., c/o Standard Oil Co., | Constantinople. |
| Fowle, Luther W. American Bible House | Constantinople |
| Ganley, W. H., U. S. Shipping Board | Piraeus |
| Gates Moore, c/o The Guaranty Trust Co. | Constantinople. |
| Gillespie, J. E. | Constantinople. |
| Goodsell, Rev. F.F., American Missions | Constantinople. |
| Gulmezian, L., Legal adviser, c/o Standard Oil Co. | Constantinople. |
| Gunkel, Oscar, Gen. Mgr. Standard Oil Co. | Constantinople. |
| Heck, Lewis, General Motors Export Co. | Constantinople. |
| Heizer, Oscar S., American Consular Service. | Jerusalem, Palestine. |
| Hill, Bert H., American School of Classic Studies. | Athens. |
| Hoover, Alden R., American Bible House | Constantinople. |
| Hoskins, Harold, c/o Lockwood, Green & Co. | Boston, Mass., U.S.A. |
| Huntington, Geo. H., Professor, Robert College | Constantinople. |
| Hutchins, John Power, American International Corporation of New York. | Rome, Italy. |
| Jackson, Jesse B., American Consular Service. | Aleppo, Syria. |
| Kyfioti, John, Manager of the Maison Psalty Furniture House & Factory, American Lumber | Constantinople. |

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|----------------------------------------------------------------------------------------------------------------|--------------------------|
| Memminger, Lucien, American Consular Service . . . | Madras, India. |
| Metaxa, A., | Piraeus, Greece. |
| Montgomery, G. R., | New Haven, Conn., U.S.A. |
| Odell, Ralph M., c/o Amory Browne & Co., 62 Worth Street | New York. |
| Papafrango, Sp., c/o National Bank of Greece. . . . | Athens. |
| Peabody, Frank C., Carter Macy & Co., Inc. | New York. |
| Peet, W. W., American Missions | Constantinople. |
| Percy, James W., c/o Standard Oil Co. | Belgrade, Yugo-Slavia. |
| Ramsey, Thomas C., U. S. Shipping Board. | Antwerp. |
| Ravndal, G. Bie, American Consular Service. | Constantinople. |
| Roberts, Reginald V. V., U. S. Shipping Board. . . | Constantinople. |
| Retsina, Athanas, Manufacturer. | Athens. |
| Salmon, B. P., Vice-President, North American Wood Products Corporation, 21 Rue du Mont- thabor. | Paris. |
| Shohan, Joseph, Dr. | Jerusalem, Palestine. |
| Supplee, Wm. W., 4102 Walnut St. | Philadelphia, U.S.A. |
| Vuccino, C., Amer. Black Sea S/S Corp. | Constantinople. |
| Vuccino, G., » » » » » | » |
| Voss, Henry W., 27 William St. | New York. |
| Walker, Archbold J., c/o Standard Oil Co. | Sofia, Bulgaria. |
| Washburn, E. L., U. S. Shipping Board. | Smyrna, Turkey. |
| Weinstein, Samuel, U. S. Shipping Board | Constantinople. |
| Weiss, Felix, Manager of "Intercontinentale". . . . | Constantinople. |
| White, George E., Rev. D. D., President of Anatolia College | Marsovan, Turkey. |

LIFE MEMBERS.

- G. BIE RAVNDAL*,
American Consular Service, Constantinople.
CLEVELAND H. DODGE,
Phelps, Dodge Co., 99 John Str., New York.
JAMES A. FARRELL,
United States Steel Corporation, 71 Broadway, New York.
ARTHUR B. FARQUHAR,
A. B. Farquhar Company, Cotton Exchange Building, New York.
H. E. HUXLEY,
United States Rubber Export Company, 1790 Broadway, New York.
GEORGE WARREN BROWN,
Brown Shoe Company, Inc., 1018 Washington Ave., St. Louis, Missouri.
WM. E. BEMIS,**
Standard Oil Company, 26 Broadway, New York.
C. H. MINOR,
Western Electric Company, 463 Wes. St., New York City.
WILLARD STRAIGHT,**
American International Corporation, New York City.
LUCIEN IRVING THOMAS,
Standard Oil Company of New York.
HOWARD HEINZ,
H. J. Heinz & Co., Pittsburgh Pa.

*) Elected honorary life member at annual meeting held Jan. 26, 1915.
**) Died Nov. 29th, 1915.
***) Died during the war.