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# Levant Trade Review

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(INCORPORATED)

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## Address of Consul General Ravndal

*For the eleventh annual meeting of the American Chamber of Commerce for the Levant, held at the Pera Palace Hotel on February 3rd, Consul General Ravndal, the founder and Honorary President of the Chamber, prepared the following address:*

Gentlemen:

I am more than gratified to be with you again this afternoon, having enjoyed the privilege of attending all your annual meetings since the Chamber's birth in March 1911.

It was but a relatively small, although progressive, contingent of business men of Constantinople which, at my invitation, assembled at the American Consulate General on March 22, 1911, in order to form an American Chamber of Commerce for the Near East. The American element was so restricted out here in those days that they had to elect a missionary and a College professor to the leading offices in order to comply with the Chamber's laws requiring a distinctly American majority in the Board of Directors. Let me say in passing that these officers rose to the occasion most manfully, actuated by patriotic sentiments and public spirit. To the non-American members, who so loyally have supported the Chamber for many years, thanks is due in liberal measure.

You have grown enormously during the decade. Your child in New York City, the Chamber's American Section, has a larger membership than the entire Chamber could boast in 1911.

This reminds me that everything out here is "on the up". The theory of an unchanging and unchangeable East is entirely wrong. In our country we conquered the virgin hunting grounds of the Indians. In the East, they are reclaiming vast wilds which in earlier ages crowded the pages of history for hundreds of years, and which subsequently lay fallow long enough to become practically

virgin once more. In spite of its hoary antiquity, the Near East today is a new country, exceedingly rich in natural resources untapped, requiring every contrivance that modern ingenuity has devised, for its advancement.

This evolution in the Near East will prevail in spite of domestic and international complications. It is superior to and independent of political eventualities.

Port Said, sixty years ago, was a small Arab encampment; it now has 60,000 inhabitants. Piraeus in 1830 counted only a hut; it now has a population of about 100,000. Mersina did not exist in 1832 when Ibrahim Pasha's fleet anchored in the roadstead; it now has a population of 30,000 and is the railway terminus of the line to Adana. Beirut in 1860 had about 25,000 inhabitants; it now has a population of 150,000. Gaza in 1840 numbered 2,000 inhabitants; that figure has grown to 50,000.

This onward march is not less striking along industrial and social lines. Consider the steamships and the railroads, the telephones and the telegraphs, the Colleges, the electric lights. In Damascus, within easy memory of men still living, a foreign tourist could not pass through the streets without incurring the risk of being pelted with stones. The native Christian did not dare to ride a horse nor use a saddle of leather. He was confined to the ass and the wooden saddle in proof of submission and inferiority. In Damascus, the glorious White City of the East, where reaction and intolerance reigned supreme only 50-60 years ago, they now have railroads north and south; they have electric street cars and modern water works. The Grand Mosque is lighted with electricity. In Beirut, some 10-15 years ago, while I was there, 600 licensed victorias crowded its streets besides private vehicles, including some automobiles. Some 25 years previously, there was not a single carriage in that teeming seaport, and the ladies made their afternoon calls mounted on donkeys.

The countries of the Near East have entered upon an era of development which nothing can stop and which will entirely change the aspect of things. These are practically new markets, markets of great potentiality, and they deserve very special attention. We Americans ought to be interested, and we are increasingly so. These markets in the Near East affect the well-being of thousands of American laborers, farmers, manufacturers, merchants and shipping men.

What is the actual situation?

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On the face of things, everything would seem fairly satisfactory. Since the Armistice of 1918, American commerce in Turkey, Greece and Egypt has moved into the front rank. We have ships and banks, and American business men have settled down in the strategic centers. In this movement, your Chamber has played an important role. Its campaign of education has borne fruit. As regards the local field, I may be allowed a few statistics. Prior to the war, the total exports from the United States to the Ottoman Empire amounted to about \$5,000,000 in a year. In 1919 imports at Constantinople alone from the United States amounted to \$20,390,209, which sum in 1920 increased to \$31,330,913. In 1921, there was a decline occasioned by the general slump all over the world. As regards exports from Turkey to the United States, estimated before the war at about \$20,000,000 (including the tobacco, minerals and other exports from Salonika, now Greek), they amounted to about \$40,000,000 in 1920, not including the exports from Thrace and Macedonia.

What is the outlook ?

I am no pessimist, but I look for difficulties to be met which will severely test American endurance. The chief trouble is the dear American dollar and the cheap labor of continental Europe. In order to face German and similar competition, the trader in American goods in the Levant will have to tighten his belt a hole or two tighter. We must strengthen our fence. We must perfect our organization.

There are evidences of lack of cohesion within the *American Chamber of Commerce for the Levant*. I trust that through the American Section, the Chamber's clearing house in New York, any existing misunderstandings may be dissipated and a union perfected of the various elements within the Chamber's sphere of influence which will enable American interests in the Near East to present a common front.

More important still is the necessity of maintaining high commercial standards. If, in certain articles, we cannot win in virtue of low quotations, there is likelihood of success in virtue of superior quality of goods and clean business methods.

Equally essential is the investment of American capital in public and private enterprises throughout the Near East. It can never be sufficiently emphasized that in new countries such as those of the Levant and the Balkans, such as South Russia, the Caucasus and Persia, trade follows investment. On this score, America has an advantage which should be pressed to the limit.

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In this way, the purchasing capacity of the debtor nation would be enhanced and the exchange rate would become more favorable to dealings with America.

Before closing I would fain allude briefly to the commercial position of this city. Its past history gives a clue to its future. Its location marks it out as a distributing center for large areas. Its system of bonded warehouses will inevitably expand. It is the commercial base not only of Thrace and Anatolia, but also of all Black Sea markets. Its financial facilities and lines of communication reach as far as Samarkand. Through the improvement of the Danube its hinterland is constantly extending.

Constantinople now has a larger American colony than any city between Rome and Manila. Two American colleges have existed here for fifty years. More recently concerns such as the Standard Oil Company, the Guaranty Trust Company, the American Express Company, the American Foreign Trade Corporation, the General Motors Export Company, have established in Constantinople their general agencies for the Near East.

America, because of its philanthropic and altruistic efforts, holds a warm place in the heart of the people of this part of the world. Thousands of emigrants from out here have found happy homes in America, thus increasing the prevalent sentiment of devotion to our Republic beyond the seas.

In this atmosphere, your Chamber of Commerce, under its splendid Board of Directors, is certain to prosper and to enlarge its usefulness both in behalf of American trade and ideals and in the interest of the welfare of the peoples of the Near East, whose guests we are.

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## Damascus Consular District

The city of Damascus, capital of the State of Damascus, is located about seventy-five miles south-east of Beirut, Syria.

The district is roughly a square in shape, of which the western side is determined by a line from Hama in the north to Semakh in the south, comprising the eastern and south-eastern portion of the French mandate territory in Syria.

The Anti-Lebanon Mountains in the western part of the district rise in one place to more than 6,000 feet, while the rest of the district is in general rolling prairie, much of it being desert. The most important section is the fertile plain of Damascus, extending eastward from the city for a considerable distance.

The climate is agreeable with the coldest weather 16 F. and the hottest 102. A hot rainless season with cool nights extends from June to September. The remainder of the year is mild in general. There is little snow. The rainfall, except in desert regions, is sufficient but not excessive.

No statistics of the population are available, but that of the city is estimated at 500,000, of whom all are Moslems except for about 30,000 Christians and 15,000 Jews. The population of the entire district, including the city, is estimated at between 750,000 and 1,000,000. Arabic is the universal language of the state: French and to a much lesser extent English, are understood in higher business circles. Correspondence should be in French and advertising matter in Arabic. This is imperative and should not be overlooked. Considering the number of Arabic newspapers in the United States it would seem to be worth while for an energetic American

business house to try the effect of some advertising broadsides printed in the Arabic language.

For transportation the most important service is a narrow-gauge railway to Beirut, connecting at Rayak with a standard-gauge line to Aleppo. There is a daily train service in either direction. The Hedjaz Railway to Medina has its northern terminal at Damascus. At Dera'a there is a connection for Haifa and Palestine. Trains service with Haifa is maintained in alternate directions on alternate days, except Sundays. At present the Hedjaz line is of no importance south of Dera'a. There is a highway from Damascus to Aleppo and another to Beirut; both are in rather bad condition but are extensively used by automobiles and wagons. A poor road runs to Kuneitra, Safed and Tiberias. Further travel communication is confined to trails.

The currency is the Syrian pound, one pound equalling 20 French francs. This ratio is maintained by law. The pound is divided into 100 piasters, five piasters thus equaling one franc.

Postage rates for letters are as follows: Domestic, including France, two piasters per 20 grammes; foreign, three piasters; registration, one piaster.

Customs duties on all imports are fixed at 11% ad valorem. Shipments may be consigned directly to Damascus and cleared there.

European houses having local branches or traveling salesmen visiting the district sometimes extend credit. Certain reliable houses can be dealt with on a basis of sight-draft-with-bill-of-lading attached, but in the case of American houses cash-with-order terms are to be recommended because the dollar is little known in this district and bank



*American Consulate at Damascus*

charges for dollar transactions are high.

The standard of living is comparatively low. There is practically no demand for creature comforts. Automobiles and like luxuries attract the wealthy, and agricultural machinery is beginning to be received with favor, although the country is still in the pre-machinery age and to a surprisingly large extent is independent of the modern world. Practically all tools, household and agricultural implements, and even nails, are made locally by hand. The population is backward and their purchasing power is low.

The principal industries are: agriculture, stock-raising, silk and cotton spinning, carpet-weaving, brass-hammering and wood-working. The leading exports comprise: wool, guts, licorice-root, apricot-paste, oriental carpets, inlaid wood-work, brass ornaments both plain and inlaid, lace and raw and spun silk. Importations consist of: cotton and woolen goods, colonial goods, china; iron, steel in rods, sheets and pipes; tinplate, brass and copper, hardware, electrical supplies, canned goods, beverages, lumber, drugs and to a limited extent, automobiles, machinery and agricultural machinery.

Because of the language difficulty and the very limited capital of most local houses, practically all the foreign trade is in the hands of a few commission merchants. These merchants do not specialize but deal in everything saleable.

Credit ratings must be secured from local banks but it is advisable to address inquiries to the American Consulate at Damascus for reference to the banks. The banks are: Imperial Ottoman Bank, Banque de Syrie, Banque Française de Syrie and Banco di Roma.

There are no newspapers or other

advertising mediums published locally in any language except Arabic. At the American Consulate there is a sample room where American samples are displayed.

## Patent Leather in Greece

By Consul General W. L. Lowrie,  
Athens.

Leather merchants in Greece are showing considerable interest in the quality of the samples which they are receiving of American patent leathers. Merchants in the Near East usually prefer to do business with a local dealer or commission agent who is able to quote a final price, and American manufacturers who have been most successful in introducing their product in the Greek market have, as a rule, appointed an agent under a short-term contract, giving him exclusive rights to this territory.

At the present time most of the patent leather imported by Greece comes from France and the United States. It is the general practice for the French manufacturers of patent leather to sell in Greece on the basis of cash on arrival, less 2 per cent discount. With the present fluctuation in exchange, it does not seem advisable for American shippers to sell except on the basis of confirmed letters of credit, but once the exchange is stabilized it would be advisable to follow the credit terms of competitors. American brands of upper leathers are better known for their quality than any others in the Greek market. Therefore, with the advantage of this prestige and the fact that American prices are apparently on a competitive basis, it seems that efforts on the part of American manufacturers to stay in this market would be worth while.

*Commerce Reports*

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## Artificial Lumber

Woodless lumber, in boards twelve feet thick and 900 feet long, has been produced at a plant recently erected near New Orleans, Louisiana. The boards are made from the bagasse, or material left after the sugar cane has been squeezed through heavy rollers for the purpose of extracting from it its sugar-containing juice. It is this waste material that is being converted into lumber. Bagasse consists of a mass of short pieces of the crushed and broken cane and it is filled with fibres of considerable length. It was for a long time wholly wasted, great piles of it being burned to dispose of it. Mark Twain in his «Life on the Mississippi» says that «bagasse fog was the bane of the river pilot». More recently it has been used as fuel under the boilers of the sugar mills. But it contains

so much moisture that its fuel value is very low, and it is so light and bulky that feeding the boilers with it was very wasteful of labor. It is now being replaced as fuel by oil and natural gas which have been found to occur in abundance in the sugar cane region.

In converting it into lumber the bagasse is first cooked to destroy the decay-producing spores contained in it, then treated with chemicals to make it waterproof, then pulped in «beating machines» and finally formed into a board compressed by passing through rollers. The continuous gigantic sheets when dried are ready for use. Because of the long fibres existing in the bagasse the material is felted into a structure which is filled with air cells. Hence, the lumber is very light, weighing but three-fifths of a pound per square foot. The air cells contained in it render it an excellent non-conductor

of heat. It is composed of cellulose as is wood, and it resists exposure to the weather similarly to wood. One ton of bagasse yields 3,000 feet of lumber and the waste from the cane fields of Louisiana alone, it is estimated, will yield over 750,000,000 feet per year.

### **Yugo-Slav Railroad Project**

According to the Belgrade correspondent of the Chicago Tribune, the Foundation Company of America is negotiating with the Yugo-Slav government for the construction of a railroad line connecting Belgrade and the Adriatic, probably at Spalato or Cattaro. The contract, it is said, will involve \$100,000,000.

No agreement has been reached up to the present, but Yugo-Slavia, which is anxious to have such a railroad and which has been negotiating with British financiers for a loan, without success, is offering the fullest guarantees and it is believed in Belgrade that arrangements will be made shortly.

The proposed line presents important economic and military advantages, as it would tap all the rich southwestern territory of Yugo-Slavia and at the same time it would give the country a line of access to the Adriatic, independent of Fiume.

Motor cars to the number of 41,392 were, during the year 1921, exported from the United States. Of this number, Latin American countries took 33.1 per cent, British North America, 15.4 per cent; Asiatic countries, 14.5 per cent; Europe, 13.1 per cent; Oceania, 11.1 per cent; non-contiguous territory of the States, 8.8 per cent; Africa, 3.7 per cent.

### **Standardized Houses.**

Standardized houses of six rooms and bath are being constructed in the United States in answer to the shortage of homes and the high cost of living. The houses can be provided at a total expenditure of \$5,500 besides the ground. Of this sum \$200 is allowed for the cost of street and water connections, cement walks and final grading.

The house is capable of a wide variety of architectural designs. The secret of its construction is the Ford automobile principle of standardization and assemblage. Every board and part will be cut at standard lengths and widths. The various parts of one house will be shipped by auto truck from the central depot to its destination.

One gang completes the framing of a house, followed by the lathers, plasterers, plumbers, cement layers, etc. Each gang passes on to the next operation via automobile. Material is unloaded in the order of its use, thereby saving extra handling. Three days will be required to erect a home, with a minimum output of a house a day anywhere in the metropolitan district of New York.

### **Bulgarian Adjudication**

The General Management of the Railways and Ports of Bulgaria will adjudicate on May 22nd the supply of 25,000 kilograms of colza oil. The estimated cost is 875,000 levas.

The Bulgarian state mine «Pernik» will adjudicate on May 1st the supply of 250,000 kilograms of Calcium Carbide.

Detailed information for those persons who desire to bid on either of the above may be obtained from the *American Chamber of Commerce for the Levant*.

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## Levant-Gulf Shipping

For the past two years Trosdal, Plant & Lafonta have maintained a regular shipping service from New Orleans and other Gulf ports to the Levant. They take in Alexandria, Beirut, Jaffa, Famagusta, Piraeus, Salonica, Smyrna and Constantinople. This service, the first from the Gulf to the Levant, was started with U. S. Shipping Board vessels of the submarine type, such as the "*Wallkill*", "*Anthracite Bridge*", "*Federal Bridge*" and "*Jefferson County*". Recently the Shipping Board have withdrawn the smaller type of vessel from service and regular monthly sailings to the Levant are being maintained by the Hog-Island type of vessels, including the s/s "*Carlton*", "*American Press*", "*Cassidy*", "*Schroon*" and "*Ophis*". This type of vessel is among the best built for the Shipping Board. They average close to 11 knots, and are rated very favorably with the Underwriters.

## Wireless Telephony

The growth, almost overnight, of a consuming interest in the radio-phone encourages the imaginative to picture the people of the United States retiring from public view and in the privacy of their own houses adjusting the «individual headpieces» that give them access to what the broadcasting stations release to them through the ether. Music, market news, bedtime stories, health talks, sermons — all are there. And now there is the prospect of a college course being made available through the same medium. Already it is announced that plans for a wireless

broadcasting station are near completion at New York University, by means of which lecture courses on virtually all subjects offered at the University will be sent broadcast and may be received by anyone who has a receiving station. Classes in Spanish, French, Latin, or any foreign language, lectures on economics, law, mathematics and psychology will be conveyed by ether waves.

Another innovation soon to go into effect will be the installation of voice amplifiers and high quality transmitters in the university class rooms, by means of which lectures will be completed simultaneously in different class rooms by one professor.



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## **The Question of Trade Mark Infringements**

### **«Ramopa Brand» Sheetings Upheld**

Through the offices of Munn, Anderson & Munn, patent and trade mark attorneys, a sweeping decision on the use of trade marks on cotton goods has been issued by Judge Learned Hand of New York City. There have undoubtedly been in the past few years a number of cases of piracy and of flagrant infringements of established trade marks, and the decree in this case is expected to serve as a warning that such infringements will not be tolerated.

The decision is of particular interest at the present time because the question of the use of infringing trade marks has been a subject of considerable discussion in the Association of Cotton Textile Merchants.

The «Ramopa» brand of the Ramopa Company was registered in the United States in 1902, in Turkey in 1908 and in Greece in 1920. It has been used on cotton goods sold by Amory, Browne & Co. and shipped to many foreign countries. In the markets of the Levant it has been used very largely on three-yard sheetings for more than twenty years and is one of the most widely known trade marks in those markets.

When the attention of Messrs. Amory, Browne & Co., the selling agents for the Ramopa Company, was first called to the fact that goods were being shipped to the Levant under the word «Maropa», they notified the sellers, Messrs. A. Gastun & Co. and the leading dry goods commission houses that they considered this brand an infringement of the «Ramopa» trade mark and that they intended to take legal steps to stop the use of the word «Maropa».

On July 13, 1921, Hon. Learned Hand, Judge of the District Court of the United States for the Southern District of New York, issued a preliminary injunction prohibiting the brand «Maropa» on cotton goods, on the ground that it was an infringement of the «Ramopa» brand used for many years past on goods of the Ramopa Company and its predecessors and sold by Amory, Browne & Co. The injunction has now been made permanent. It is important to note that Judge Hand decreed that the accounting before the master to determine the profits and assess the damages should date from the time the goods were first sold under the «Maropa» brand, not from the date of the letter warning the sellers against the use of the infringing brand.

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## Cotton-Goods Market in Syria

by CHARLES E. ALLEN,  
*Consul at Damascus.*

Damascus imports four general classes of cotton products, namely, the raw fiber, cotton yarn and thread, cotton cloths, and various mixtures, mostly novelties. The raw-cotton business is comparatively unimportant from the standpoint of the American exporter, as the fiber used is chiefly that brought from the neighborhood of Aleppo to the north.

Cotton yarns and thread are imported principally from Manchester and India. It is said that there are between 500 and 600 looms in Damascus engaged in the production of cloth for native consumption, while some yarn is imported for crude hand looms operated in the homes of the people.

The mixed cotton products include neckties, collars, hosiery, and underwear, but the demand is comparatively limited, due to the very large percentage of the population adhering, to the ancient Arabic style of dress. The trade in such articles is said to be growing, however, Great Britain, France, Italy, Germany, and Switzerland getting most of the business. To a very limited extent the United States figures as a supplier, and it is thought that there is possibility of development in this field in conjunction with the import of other articles.

Most important of all is the trade in bleached and unbleached sheetings, printed calicoes, and printed flannels. The annual consumption of these cloths is estimated at 18,000 bales, of which Great Britain furnishes the greater portion.

Only one brand of American sheeting is found on the local market. It

is known locally as "Americanee." It is regarded as somewhat superior to a similar Japanese article which became quite popular during the war, when it was imported from the Persian Gulf region and is now in considerable demand among the Bedouins. Because of this popularity the Japanese product, although inferior to the American cloth, sells at a slightly higher price.

Practically all of the flannels, for which there is a considerable demand for both under and outer garments, are supplied by Italy.

Current quotations for the most commonly used cloths in the Damascus market are: "Americanee" unbleached sheeting, 40 yards to the piece, \$4.95 (U. S. currency) per piece; Japanese unbleached sheeting, 40 yards to the piece, \$5.10 per piece; British bleached sheeting, 33 inches wide, 39 yards to the piece, 12 pounds per piece, \$7.43 per piece; Italian printed flannel, 30 inches wide, \$0.13½ per yard; printed calicoes, 31½ inches wide, \$0.10 per yard.

by Jesse B. Jackson,  
*Consul at Aleppo.*

The most important item of import into the Aleppo district is cotton goods, which, before 1914, amounted to something like \$5,000,000, the United States supplying about \$22,000 worth. Unfortunately there are no available statistics from which to gather the exact amounts and values, but a canvass of leading importers has given a fair survey of the importance of trade. Imports during the last 12 months are estimated to have been:

Cotton yarns for weaving and sewing, 2,000 bales of 40 packages, each package containing 10 pounds.

Unbleached cotton goods, 2000 bales of 40 pieces each.

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The countries of production rank about as follows: Yarn and thread, England and India; unbleached goods, England, United States, and Japan; other goods, England and Italy. It is said that Germany, Austria, and Spain are at the present time doing no cotton-goods business in this territory. The cotton-goods business in Syria is conducted mainly by native importers, commission agents, and merchants who import either on commission or for their own account, mostly the latter. They supply all the interior sections as far inland as Aintab, Marash, Malatia, Diarbekir, Mardin, Harput, and Mosul.

American cotton goods have not been finding a market in Aleppo to any extent since before the war, but recently several orders have been sent to the United States, amounting in one case to as much as \$25,000. Sheetings are practically the only American cotton goods which have much of a market, but prints, printed flannels, and bleached goods are now being introduced to some extent.

The gray sheetings most in demand from England are sold in pieces 24 yards long, and in widths ranging from 26 to 43 inches; from America and Japan, in 40-yard pieces, 33 to 36 inches wide. Shipments from England are in bales of 50 to 200 pieces, according to the weight of the cloth; from America, 25 pieces; and from Japan, 30 pieces. Gray and colored drills and ducks are in fairly large

and continuous demand; especially is this true for unbleached and khaki.

Such bleached goods as madapolams and white shirtings, coming in widths from 31 to 40 inches, and in pieces 39 yards long, 30 pieces to the bale, should not be ignored. The call is for thick goods with a soft finish.

Prints are imported in widths of 28 to 30 inches, and in lumps (pieces) of 60 to 75 yards and sometimes up to 90 yards in length. The designs change very little from year to year.

At present it seems desirable to follow the custom in vogue for many years and quote prices in dollars and cents f. o. b. New York or point of origin. It would not be amiss at the same time to make known to the prospective customer the current freight and insurance rates, together with the cubic dimensions and yardage of a bale or case, so that the c. i. f. cost at point of destination might be figured. The sale should be consummated, however, on a dollar price, f. o. b. American port, and payment should be required in cash or confirmed letter of credit on London, Paris, or American banks.

*Commerce Reports*

## Wireless Telephony

The extraordinary development of wireless telephony among amateurs and professionals in the United States, and the calling of a conference at the request of the President to find a basis for its regulation made it clear that the commercial exploitation of this field was only a matter of time. The American Telephone and Telegraph Company have announced that it will open a wireless telephone broadcasting station on the top of its twenty-four story building in New York City and will sell the service of the station for the distribution of news, announcements, and musical programs.

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The company will provide channels through which any one with whom it makes a contract can send out his own programs just as the company leases its long distance telephone wire facilities for the use of newspapers, banks and other concerns. There have been many requests for such a service, not only from newspapers and entertainment agencies, but also from department stores and a great variety of business houses.

The station when completed will cover territory within a radius of from 100 to 150 miles of New York City and under particularly favorable conditions may be able to operate over a greater territory. According to the officials of the company there are about 35,000 wireless telephone receiving outfits in this territory. In this same area are more than 11,000,000 people, so that if the service should prove popular the number of receiving stations will be greatly increased.

Work on the station will start at once and will be followed by the opening of other stations at important centres throughout the United States. The system will be linked up with the Bell telephone service. A Government permit for the New York station has been issued. The steel towers supporting the antennae will be 100 feet high, bringing the tip of the antennae 450 feet above the street level.

### **Machine Electrique à Récolter le Coton**

La récolte du coton qui, depuis les temps les plus reculés s'effectue à la main, semble devoir être révolutionnée par l'invention d'une machine à récolter électrique, récemment inventée et perfectionnée, et dont un essai a été fait avec succès dans une plantation de Little Rock, Arkansas, au centre même de la région où se cultive le coton.

Cette nouvelle machine électrique permet à une personne seule de récolter de 180 à 300 kilos de coton par jour, par rapport à 70 kilos que peut recueillir une personne travaillant à la main. L'importance de cette invention est due au fait qu'elle permettra au planteur de récolter tout le coton qu'il a produit, cela pendant la période limitée de l'automne, avant l'arrivée des pluies et des gelées qui détruisent en grande partie la valeur du coton récolté.

En général, le planteur produit beaucoup plus de coton que ses travailleurs ne peuvent récolter; à l'encontre de ce qui se produit pour le maïs, le blé et les autres céréales qui sont moissonnés en une seule fois, la récolte du coton comporte trois opérations distinctes. Il en résulte que la récolte se répartit sur une période de deux mois ou plus, ce qui empêche d'utiliser la main-d'œuvre de passage et oblige chaque planteur à se limiter à son propre personnel pour sa récolte. Le travail est, de plus, lent et monotone, mal rétribué et pour cette raison est confié à la population noire qui abonde dans le sud.

La machine permet de récolter le coton lorsqu'il a atteint sa maturité, ce qui en double ou triple la qualité et augmente la valeur de chaque balle de \$10.00 ou plus. Le travail à la main ne permet de récolter que la moitié du coton en temps voulu avant qu'il n'ait été détérioré par des températures défavorables.

Le mode de vie des travailleurs sera considérablement amélioré par l'adoption de cette nouvelle machine. Il ne sera plus nécessaire d'employer les femmes et les enfants dans les champs. Cette tâche incombera maintenant aux hommes exclusivement et permettra aux femmes de donner une plus grande attention à leur ménage et aussi de s'occuper de la culture des légumes et de l'élevage des volailles. Les enfants pourront être employés régulièrement à l'école, ce qui malheureusement n'est

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pas le cas actuellement. En fait dit-on, dans l'État d'Arkansas, se trouvent 100.000 nègres au-dessous de vingt et un ans qui ne savent ni lire, ni écrire. On s'attend à ce que l'utilisation de ce nouveau procédé cause une réelle révolution dans la manière de vivre des populations nègres du sud dont la pauvreté est devenue proverbiale.

Il faut maintenant 725 kilos de coton brut récolté pour produire une balle de coton pesant 226 kilos, après qu'elle a été débarrassée des graines et matières étrangères. On a constaté que lorsqu'on utilise la machine à récolter électrique, 660 kilos de coton récolté suffisent pour produire une balle de 226 kilos de coton exempt d'impuretés. Cela est devenu possible, parce que la machine électrique n'enlève pas autant de déchets ni de matières étrangères en même temps que le coton que l'ouvrier travaillant à la main. Les statistiques du gouvernement font ressortir que, chaque année, 34.000 wagons de chemin de fer sont nécessaires pour évacuer des établissements de nettoyage du coton, les matières étrangères résultant du nettoyage.

Normalement, trente-cinq à trente huit millions d'acres dans le sud des États-Unis sont plantés en coton. La récolte est en moyenne d'un tiers à une demi-balle par acre, ce qui donne une production totale de 12.000.000 de balles. Au cours de l'automne 1921 toutefois, en raison d'une réduction de la superficie plantée et des attaques du ver du coton, la récolte n'a pas dépassé 7.000.000 de balles, soit une quantité légèrement supérieure à celle exportée généralement par les États-Unis. Ce fait et les profits minimes réalisés en raison de la cherté de la main-d'œuvre, ont découragé les planteurs qui sont aujourd'hui disposés à restreindre encore leurs opérations. L'invention de la machine électrique promet toutefois de remédier à cette situation pénible qui affecte sérieusement les populations

du sud dont les moyens d'existence dépendent en grande partie de la culture et de la récolte du coton.

C'est à L.C. Stuckenberg, de Memphis, Tennessee, que revient l'honneur d'avoir inventé la nouvelle machine qui fait l'objet du présent article. L'idée qui forme la base de son invention lui est venue le jour où il vit une vache qui avait pénétré dans un champ de coton manger les graines de la plante avec une rapidité qui l'émerveilla. Au moyen de sa langue rugueuse, la vache en question, détachait le coton avec une facilité extrême.

Après s'être livré à des expériences, couvrant une période de quatorze années, Stuckenberg perfectionna une machine consistant de deux brosses rotatives enfermées dans un boîtier de la grosseur de deux poings fermés. Ces brosses avaient un mouvement de rotation dirigé vers l'intérieur du boîtier et lorsqu'elles étaient appliquées au coton se trouvant sur la plante, elles jouaient pour ainsi dire le rôle de peigne et le détachaient sans enlever aucune partie de la coque. Après avoir solutionné le problème qui consistait à cueillir le coton, l'inventeur munit sa machine d'un tube d'aspiration au moyen duquel le coton récolté était transmis à un sac dans lequel il venait s'accumuler.

Le prix que le planteur obtient pour son coton dépend de sa qualité et de la longueur de la fibre ou soie. La qualité du coton est déterminée principalement par sa couleur, sa propreté et la destruction des fibres cassés lors du nettoyage. Lorsque le coton est mur et que la coque s'ouvre, le coton est d'une couleur blanche crémeuse et lustrée; cette couleur toutefois prend une nuance plus sombre sous l'influence de la rosée et de la pluie, et le poids diminue quand le coton n'est pas récolté immédiatement à sa maturité. Lorsqu'on attend jusqu'au mois de novembre ou de décembre pour faire la récolte, le coton prend une teinte jaunâtre ou bleuâ-

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tre et perd beaucoup de sa qualité. Le coton ainsi taché se vend à un prix inférieur, car ses fibres manquent de résistance et les tissus qu'il produit ne peuvent se teindre d'une façon uniforme. Le prix le plus élevé ne peut s'obtenir que lorsque le coton est récolté au fur et à mesure qu'il mûrit et lorsqu'il est à sa blancheur maximum. Le coton récolté à la main, au fur et à mesure qu'il mûrit contient toujours un grand pourcentage de matières étrangères et si ceux qui sont chargés de la cueillette font preuve de négligence, ce qui est généralement le cas, la quantité de matière étrangère est suffisante pour diminuer dans une grande mesure la qualité du produit récolté. Lorsque le coton mur est laissé sur la plante, les feuilles et coques pourrissent, les déchets s'incorporent au coton et le sable et la poussière chassés par le vent viennent également à leur tour en diminuer la qualité et en réduire le prix considérablement.

Le coton récolté à la machine dès qu'il est mûr reste d'un blanc pur et uniforme. Le coton récolté à la main, par contre, au moment où il est envoyé aux machines à égrainer se présente sous forme de masses emmêlées et lors de la séparation des graines de nombreuses fibres sont détruites ce qui en diminue la qualité et la valeur. Plus le coton reste sur la plante après avoir atteint la maturité, plus ces défauts s'accroissent avec une diminution de prix correspondante.

Par contre, le planteur de coton faisant usage de la nouvelle machine électrique à récolter peut maintenant procéder à la cueillette de son coton dès qu'il est mûr et obtenir un produit de la meilleure qualité et se vendant au prix le plus élevé coté sur le marché.

Les divers degrés de qualité sont fixés par le Ministère de l'Agriculture des États-Unis. La qualité qui sert de base est dénommée « middling ». Au cours de l'année 1920-1921, le coton de la qua-

lité « Good Middling » s'est vendu à \$5.00 de plus par balle et la qualité « middlings fair » s'est vendue à \$12.25 la balle de plus que le « middling ».

De grandes quantités de coton récolté tardivement en raison d'une pénurie de main-d'œuvre pour faire la récolte au moment voulu ont été classifiées d'une façon très inférieure aux qualités mentionnées ci-dessus et se sont vendues bien au dessous du prix du « middling ». Des milliers d'acres de coton ont été labourés sans que la récolte ait été faite au printemps de 1921, parce que les ouvriers manquaient pour procéder à la cueillette, tandis que si ce coton avait été récolté il aurait donné une production d'un tiers à un quart de balle par acre.

Le planteur de coton qui fait sa récolte au moyen de la machine électrique évite toutes ces pertes et peut disposer de sa production toute entière sous forme de « good middling » ou d'une qualité encore meilleure, au dire de Mr. Cottrell, expert en coton. Il peut récolter son coton dès qu'il atteint sa maturité et pendant qu'il est encore blanc. Son coton ne perd pas en poids sous l'influence des intempéries. Il est récolté sans matières étrangères et se présente sous un aspect favorable après l'égrenage. On peut dire en général, que dans les conditions actuelles, un tiers de la récolte se fait à maturité et représente une valeur égale aux deux autres tiers qui sont récoltés tardivement.

Cette nouvelle machine vient à nouveau confirmer le rôle constamment croissant que joue l'électricité dans les progrès modernes. C'est grâce à l'adaptation de cette forme motrice compacte que Stuckenberg est parvenu après de longues années d'expérimentations à trouver une solution pratique d'un problème qui maintenant qu'il a été résolu ne semblait présenter aucune difficulté sérieuse.

(L'Amérique)

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## Rice Cultivation in Egypt.

by S. PINKNEY TUCK, Jr.,

*Consul at Alexandria.*

The rice-growing area of the Egyptian Delta is confined almost entirely to the northern portions of the Provinces of Gharbia, Beheira, Sharkia, and Dakahlia in Lower Egypt, and is further restricted to those parts where the summer water supply is sufficient to allow for a short rotation and where, owing to injurious salts in the soil, rice is required as a reclamation crop. For land reclamation it is necessary to grow rice for several years in succession, but after the land shows sufficient improvement only once in three years is required.

The marshy lands of the Nile around Rosetta and Damietta are, and have been for centuries, the chief rice-growing centers. The area sown to rice in 1893 was 115,000 acres. This steadily increased until 1904, when 219,000 acres were sown, then dropped to 202,000 acres in 1907. From that time on a steady increase has taken place, 1921 showing a total acreage of 302,000. The steady increase in the area sown is largely due to the formation of certain land companies, which have recently undertaken land reclamation on an extensive scale.

The crop is cut with small reaping hooks, and thrashing is done by native machines, except on large estates, where modern thrashers are used. Rice is hulled in small quantities by means of a stone mortar and wooden iron-shod pestle about 5 feet long, concave at the bottom. On a larger scale this work is done in various factories at Rosetta, Damietta, Alexandria, and Zagazig.

Although the quantity of rice grown in Egypt barely suffices in any season for the local demands, the country exports a large part of its crop and

imports Indian and Rangoon rice to replace it. This is due to the superiority of the quality of the rice grown locally and the high price consequently obtained for it in foreign markets. Thus, in the first nine months of 1921, 10,591 metric tons were exported, realizing a total of \$1,521,920 (conversions made at the normal rate of 20.23 piasters to the dollar) or \$144 per ton. In the same period 23,777 tons were imported, at a total cost of \$1,890,830, which works out at only \$80 per ton.

Imports for the year 1920 were 174 tons, valued at \$28,800, compared with 93 tons, value \$9,970, in 1919, and 54,311 tons, value \$2,488,900 in 1913, which may be taken as a normal year. Exports during 1920 amounted to 4,071 tons, with a value of \$859,100, against 22,419 tons, value \$2,746,320, in 1919, and 23,546 tons, value \$1,378,740, in 1913.

Turkey and Greece were formerly the best overseas markets for Egyptian rice, the demand being chiefly for polished rice. More recently, however, Palestine and Syria have been by far the largest buyers, each country taking about 4,500 tons during the nine-month period of 1921.

*Commerce Reports*

## Law and Diplomacy

Secretary of State Hughes addressed a group of young American diplomats recently. Among other things he said:

"Now, I belong to the profession of lawyers, for whom a good word is never spoken by any one outside the profession. I have yet to hear of any one, however intelligent, who does not in his confidences berate that great and noble profession to which I have given my life. But that is never disturbing at all, be-

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cause all these people who indulge in these gibes, slams, tirades about lawyers, when they get even within speaking distance of trouble will at once put their complete trust and confidence in some lawyer and reckon his friendship and support as the most valuable of all their possessions.

"And so it is with our good American people, as you will find abroad in connection with your work. You will observe that the moment there is a hint of trouble the diplomatic service is appreciated and its necessity recognized.

"I think we are entering on a new phase of the world's history. I was just saying to my neighbor here that nobody at any crisis in history, however well-informed, had apparently ever been able to predict what was coming with any degree of exactitude.


"I don't suppose we are any better off than those who preceded us at critical periods, but we do know that with the unsettled condition in which the whole world is found at this time, and in many respects, with situations to which there has been nothing analogous in the past; with our country, embarrassed by its relative wealth, never stronger than it is today, and, despite all the differences exhibited in our political contests, never better united in sentiment than it is today, our country has a role to play in the world of which it is not fully conscious and for which none of its previous activities have properly prepared it. The corollary, of course, to that is that the country will have to rely upon such experience and ability as it can command, and in this service men of training and men who make a special study of condition as affecting the relations between countries will be in great demand.

"You are entering upon a service which is richer in its promise today than it has ever been—I speak from the vantage ground of one who does not admit being old but has had a number of years—and I don't think that young men realise—I never did—how rapidly the generation ahead of them passes away and how rapidly the opportunities are developing for the young men that are coming along.

"When I was admitted to the Bar, thirty-seven years ago, it seemed to me that all the places ahead were jammed full and that no amount of effort could ever establish a place in the front ranks of the profession. All the men that I knew then and looked up to passed away and the younger men of ability and strength found themselves in positions of leadership in a few years. No young man of health has any reason whatever to have misgivings about his future if he is intelligent and industrious. His real gauge is his relation to what is being done by his own generation. His generation will have its day and rule the world, and his object should be that with his own generation, by his industry and the use of the ability he has, he will always be in the place that he was intended to occupy, and that when his generation rules the world he will be there as one of its chief rulers, because of his helpful work and influence, and I hope you will all be in that class".


## Race Track for Damascus

*The American Chamber of Commerce for the Levant* has received a drawing of the new race track and grand-stand which is being constructed by the Municipality of Damascus on the prairie at the western extremity of the city. The first stone of the grand-stand was



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laid by His Excellency Hakki Bey, Governor General of the State of Damascus, on February 18. The President of the Municipality in delivering a speech on this occasion stated that the race-track would not only provide amusement for the inhabitants of Damascus but would encourage the breeding-industry to which the Arabs have already given so much attention. It is hoped that the track will be ready for racing by the end of April. This is one of the many improvements which the present administration has in view.

## Business and Financial Conditions in the United States

By FRANCIS H. SISSON

*Vice President, Guaranty Trust Company of New York*

Developments favorable to the farmers have been the most outstanding features of the industrial situation in the United States in the first few weeks of 1922. While in general the business situation has been marked by slow recovery in some lines of industry, and by prospects for relief deferred in others, the outlook in the agricultural sections of the country has been brightened by the sharp rise in prices for grain and live stock, similar to that which the cotton growers experienced in the early autumn, when cotton prices increased about 100 per cent in less than three months.

Simultaneously with the advance in grain prices came the announcement by the Department of Agriculture that farm labor wages for 1921 were thirty-seven per cent below those for 1920. Although these lower operating costs last year were offset by the larger decline in the market prices of farm products, the relation between present prices for farm pro-

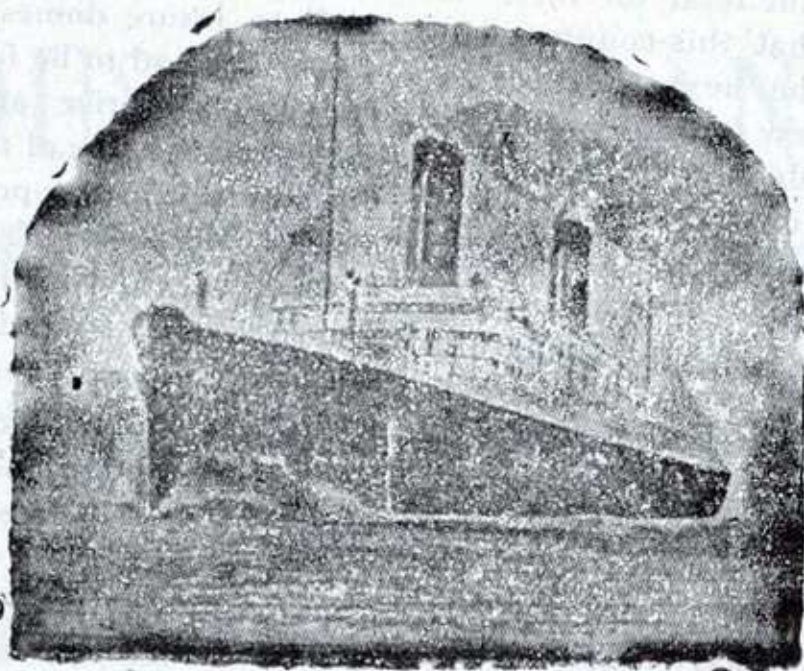
ducts and farm costs should go far toward laying the foundation for a gradual restoration of prosperity for the farmer. Moreover, the greater optimism regarding the future of prices for farm products which recent market developments have induced has been strengthened by the pronounced advance in sterling and continental exchanges, which has added considerably to the purchasing power of Europe in American markets.

The recent Agricultural Conference in Washington has served to bring home to the farmer the fact that the depression in his industry is inseparably linked with the world situation. The implication that the farmer must look to improvement in European conditions as a basis of sound improvement in the industrial situation here had hardly been emphasized by the Conference when the farmer saw for himself that the recent rise of the prices for his commodities in the domestic market followed, and was dependent upon, broad movements affecting the grain markets throughout the world. The reduced world stock of wheat as compared with recent estimates, together with an upward revision of estimated European requirements, has been an important factor in the advance of grain prices.

The expectation of a growing volume of business in general is evidenced by the recent purchases of railway equipment. January orders of freight cars for foreign and domestic delivery are estimated at more than 10,000 cars, as compared with 28,358 for the whole year 1921. During the first two weeks of February, 7,300 more freight cars were ordered by one railroad system alone, making the total orders for the first six weeks of the new year only about 11,000 short of the total orders for 1921. Orders for passenger cars placed so

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far this year by Class 1 railroads are said to exceed the total for 1921. It has been said that this country will need during the next three years about 500,000 new freight cars.

January production of pig iron, with the exception of the December output, was the largest since February, 1921, and about twenty per cent in excess of the average monthly production for last year. The rate of production in the steel industry has been accelerated considerably since the first of the year.

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### **The National Foreign Trade Council; announcement of Ninth Convention**

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by JOHN L. BINDA, *Research Director.*

In the early part of 1914, when the United States was undergoing one of those periodic depressions characterized by decreasing consumption, the leading business men of the country realized very forcibly that the manufacturing industries of the country had reached a point where more could be produced than could be consumed in the domestic market. The need for foreign markets became very real, very evident. Yet the United States was in no condition to expand its foreign trade. The majority of our manufacturers were frankly unsympathetic toward the development of foreign fields. The government, too, was interested chiefly in domestic problems. Abroad, the American exporter was faced by an almost total lack of American tonnage, by an under-equipped and poorly housed government trade service, and by commercial treaties of an uncertain nature.

Before there could be any real expansion of American foreign trade under such conditions, two things were

necessary: the country at large had to be educated to the need for foreign trade to insure domestic prosperity; and means had to be found of removing the legislative and commercial obstacles. No one of the factors concerned in the development of foreign trade could by itself secure the ear of the people and of the Government. The situation required combined action of an impressive nature.

To bring about this cooperation and to provide a body whose deliberations would attract the necessary attention, a meeting was called at Washington in May, 1914, by the American Manufacturers' Association, the American Asiatic Association, and the Pan-American Society of the United States. There assembled some four hundred men who were the leaders in manufacturing, merchandising, agriculture, banking and transportation. They came from all parts of the country, and represented the small concerns as well as the large. This gathering received the support of the Secretaries of Commerce and State, and the delegates were received by the President. All aspect of the foreign trade situation were considered, and the final declaration of the convention contained, as its main features, ideas which have been the rallying points of foreign trade discussion since.

Recognizing the needs of a permanent non-political and non-partisan body able to formulate policies essential to foreign trade and to bring such policies to the attention of the whole country, this gathering authorized the formation of the National Foreign Trade Council with an initial membership of thirty (later increased to seventy-five.)

The council, whose membership includes manufacturers, merchants, farmers, railroad and steamship men, bankers and others, representing, as near as possible, all sections of the

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United States, provides no direct commercial service, its function being investigatory and advisory. It seeks to cooperate with all other organizations in the encouragement of sound national foreign trade policy. The members support the work of the Council as a public duty.

The Council was authorized specifically by the resolution creating it to call a Second National Foreign Convention, and such a convention has become a leading annual feature of the Council's work.

There has been a gradual widening in the scope of the program of these conventions, until they have become the one regular assemblage exclusively devoted to foreign trade, which represents the mutual interests of manufactured and natural products, industry, merchandising, transportation and finance.

The first Convention was held at Washington, D. C. in 1914, and 400 delegates, representing one hundred industrial and commercial organizations from all sections of the United States, united in declarations for the development of a sound national foreign trade policy.

Following the Sixth Convention held at Chicago in 1919, there came a change in the relationship between our foreign and our domestic trade. The period of depression in the United States was succeeded by one of extreme activity, so violent indeed as to threaten the permanency of the foreign trade which has already been built up. It again became the duty of the Council to point out the need for proper attention to foreign trade as a permanent industrial policy on the part of American producers. It was also becoming increasingly evident that the only way in which the large sums owed us by our allies in the great war could possibly be repaid, would be thru an increase of imports into the

United States, consisting either of raw materials or of securities.

This idea was the dominant factor in the theme for the seventh Convention held in San Francisco, May 1920, where it was pointed out that an excess of imports must before long be expected and that such a development was indeed desirable, if our present volume of exports was to continue. Over 2400 delegates were in attendance at this convention and its educational value, especially with regard to the future course of our trade balance, was very marked. Further attention was paid to the development of American equipment for foreign trade. Suitable shipping facilities, foreign trade zones, improved international parcel post, federal incorporation for business in China, extended cable and radio facilities, new fuel oil and coal depots, together with a reorganization of the foreign trade agencies of our government, were strongly advocated.

Immediately after this convention, a sudden slackening of domestic demand and strenuous efforts to reduce credit inflation, brought on a period of depression which rendered our foreign trade both desirable and difficult; desirable in that our foreign trade supplied a much needed outlet for all products; difficult, in that the financing of foreign credits and foreign sales were seriously checked.

The eighth convention held in Cleveland in May, 1921, was devoted principally to considering how the long-term financing of our exports could best be handled and great emphasis was placed on the need for importing foreign securities. Upward of 1300 delegates were in attendance. An unusual effort was made to develop the importance and usefulness of the Trade Advisory Service, which was organized this year with the special view of providing practical service for export managers.

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Since the eighth Convention, the foreign trade situation has, on the whole, been decidedly unfavorable. Exports and imports have decreased very materially in value, though it does not seem that the volume of our foreign trade has decreased as greatly as is commonly thought. Figures for our exports and imports indicate, however, that our foreign trade has now become stabilized at what may be considered its new normal level, which, though materially below the 1920 level, is considerably above that of 1913, the last normal year before the war.

Much of the work of the Council is concerned with legislation and the creation of a public opinion on the necessity of an overseas trade, and the Council has never lost sight of the importance of having our smaller manufacturers and merchants participate in foreign trade.

In response to the numerous inquiries which it has received from all over the country, the Council prepared a small pamphlet on "Starting to Export", setting forth in brief analysis, the elementary steps to be taken in entering export trade, the sources of information to be consulted, and the policies to be observed.

As a result of frequent disputes arising out of the term "F. O. B. (Port)", the Council, in co-operation with other important foreign trade associations, prepared a series of definitions of export quotations and recommendations for a standard American export practice. These were embodied in a pamphlet entitled "American Foreign Trade Definitions", over 100,000 of which have been distributed in this country and abroad.

As a result of this standardization of terms, the Council has been able to awaken so great an interest in correct foreign trade technique, that many problems and disputes involving the use of trade terms are being submitted

for the Council's opinion and decision.

In the summer of 1919, a Committee on Foreign Communications was appointed to deal especially with the situation arising out of the great congestion on the trans-Pacific cable and wireless. At its first meeting this committee adopted a resolution declaring against government ownership or operation of trans-oceanic systems of communication.

The Council has always shown a very real interest in education for the career of foreign trade and has, through the medium of speeches, especially prepared pamphlets and personal conferences, endeavored to cooperate in the planning and conduct of courses of foreign trade.

A new committee of the Council, composed of Messrs. E. H. Huxley, chairman; H. E. Cole, H. Howard, H. C. Lewis, M. A. Oudin, and E. P. Thomas, has recently been appointed to investigate and report on possible future activities which might advantageously be undertaken by the Council in furthering commercial education for foreign trade.

Closely connected with the same subject is the publicity work of the Council intended to educate all parts of the United States in the need for foreign trade and in the value of such foreign trade even to those parts of the country most remote from the seaboard.

The Council has steadily urged upon American manufacturers and merchants the desirability of shipping their goods in American vessels. Plans have been laid for offering to inland shippers the advice and assistance of the Council in solving problems arising in connection with the use of American tonnage for ocean shipments. The leading steamship companies have been asked to cooperate in such a movement, and have agreed to do so.

Considerable effort has been made

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to secure the adoption of standard American commercial credit instruments. This idea was originally suggested by a representative of a member of the Council, and the work has been carried on by the New York bankers Commercial Credit Conference, in cooperation with committees representing the National Foreign Trade Council and other foreign trade organization. Forms have been prepared and amended until satisfactory to the merchants and manufacturers represented in the conferences. So far as the banks are concerned, however, the practical difficulties incidental to putting such uniform instruments into use, and the lack of authority of the conferees representing the banks, has as yet prevented definite accomplishment. The completion of this work with respect to the banks will probably shortly be undertaken by the American Acceptance Council.

Another project of standardization in which the National Foreign Trade Council is interested is that of a uniform ocean bill of lading. Action in this direction has so far been prevented by the failure of the Shipping Board and Interstate Commerce Commission to agree on a form for the through bill of lading required by the Transportation Act, 1921.

The National Foreign Trade Council will hold the ninth National Foreign Trade Convention in Philadelphia on Wednesday, Thursday and Friday, May 10, 11 and 12, 1922. Its object will be to study the means of promoting the necessary restoration of the power of production and consumption in all the great markets of the world; to examine the conditions confronting our international commerce, and to obtain the judgment of experienced business men on many matters of vital importance to all the American people.

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## Navy Device to Measure Ocean Depths

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A device developed by the U. S. Navy, which makes it possible to measure ocean depths hitherto unknown, has proved effective in recent tests on the radio and sound experimental ship *Ohio*, according to a recent announcement of the Navy Department. The device employs sound apparatus similar to that developed for submarine detection during the war, the principle being the creation of a sound on shipboard and the measuring of the time between this sound and the return of its echo from the bottom of the sea. The time interval, it was said, can be obtained within one one-thousandth of a second.

The device also makes it possible to settle the question of the exact velocity of sound in water. The velocity must be known in calculating depths measured with it, since it will be possible with it to measure the sound velocity in water over known ranges of considerable distance under varying conditions of temperature, depth and degrees of salinity.

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## The United States War Memorial

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The great Victory Memorial Building, now in process of construction in Washington, which is designed to be to the United States what the Pantheon is to France and Westminster Abbey is to Great Britain, will embody in the dome of its gigantic assembly hall the American idea of a «service flag», according to the recently published description of the plans. The service flag, it may be remembered, was hung in the windows of those American homes from which some

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one had gone to join the armed forces of the United States during the World War. On this flag were blue stars for the absent, and gold stars for the fallen. On the dome of the assembly hall of this great war memorial will be 5,016,832 stars, 129,979 of which will be gold.

In President Harding's recent indorsement of the erection of the building he explained that it was to be a practical memorial commemorating not only the services of all Americans in the World War, but perpetuating the memory of George Washington, and carrying out the educational features suggested in his will. The President's solicitation of State cooperation in the erection of this national monument has lent a nationwide interest to a project begun many years ago by the George Washington Memorial Association.

The design of the national monument depicts a fine colonial building

with a pillared front facing the south and a square ground plan. From the broad green Mall which bisects Washington, long low steps lead through the facade of majestic columns to an imposing lobby decorated with historical mural paintings. The memorial is to be four stories in height, surmounted by a low dome crowning a huge central auditorium.

The main feature of the edifice will be this national auditorium of spacious dimensions, giving the nation's capital a public meeting place of size ample to seat 10,000 people. The ground floor of the hall is in the form of a great ellipse, its long axis running north and south. Here there will be seats for 5,000 people, while above, an encircling balcony will accommodate several thousands more.

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and a George Washington Museum, besides the assembly hall.

Far above the mammoth assembly hall will stretch an acoustical dome three times the diameter of St. Peter's at Rome. The high vaulted canopy will be studded with blue and gold service stars indicative of the services rendered by over 5,000,000 Americans who fought in the World War.

Besides the oval balcony, a large banquet hall is provided in the second floor, seating 600 and suitable for dinners of national importance. There also will be rooms on the floor for the permanent headquarters of military, patriotic societies and veterans' associations. On the third floor fifty-eight rooms are designated for the use of states and territorial possessions. The fourth floor is arranged for additional offices for the use of various societies whose objects are to promote the welfare of the country or are of educational influence.

It is planned that one room of the building be devoted to the use of veterans of the World War. It will be endowed, and provisions will be made for a museum and a library of World War history and pictures.

For the erection of the building \$10,000,000 is sought. More than a half million of that sum already is on hand. For the endowment of the memorial from \$10,000,000 to \$15,000,000 is desired, making a total of \$20,000,000 or \$25,000,000.

### The American Ship Subsidy plan

The long-awaited plan for direct and indirect aid for the American merchant marine, recommended by President Harding and embodied in bills now before both houses of Congress, has many features of profound interest to foreign shipping. It contemplates the return to private interests of the United States merchantships built during the war under conditions which will insure a profitable investment.

Under the terms of the proposed ship subsidy bill approximately \$32,000,000 annually, will be provided, principally by the diversion of ten per cent of the nation's customs receipts as a subsidy to the owners of American ships engaged in foreign trade.

This is the plan offered in place of the unfulfilled provision of the Jones Merchant Marine Act of 1920 which called on the President to give notice of cancellation of all commercial treaties which hindered the granting of discriminating duties on imports brought to the United States in American ships.

Other provisions of the bill authorize the creation of a « construction loan fund » to be administered by the

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CONSTANTINOPLE.

Shipping Board and derived from the sale of its vessels in addition to operating revenues; require that not more than fifty per cent of the number of aliens admissible in any one year be transported in foreign bottoms, and authorize the payment of an additional month's pay annually to officers and men of the merchant marine who shall enlist in «the Merchant Marine Naval Reserve», which the bill would establish as a component part of any reserve force of the United States Navy.

By amendment of Section V of the Merchant Marine Act of 1920 the Shipping Board would be «authorized and directed» to sell its ships «as soon as practicable, consistent with good business methods», to citizens of the United States.

The basic subsidy rate provided for all vessels, either sailing or of 1,500 gross tons or more, regardless of speed, «is one-half of one cent per gross ship ton per 100 nautical miles travelled». All power-driven vessels between that tonnage and 5,000 tons gross would receive the rate applying to the latter displacement. For vessels capable of a speed of thirteen knots or more additional allowances would be provided, ranging from two-tenths of one per cent to 2 1-10 cents for vessels with a speed of twenty-seven knots or more.

The Shipping Board would be authorized to increase these rates up to double their amount whenever it shall determine that the base rate is insufficient to induce the operation of lines where the establishment and maintenance of service are considered necessary to «promote the nation's welfare». Similarly, it would be permitted to reduce the base rate under special circumstances where it was considered desirable.

Trade between the United States and the Philippines and the Virgin

Islands is defined for the purposes of the bill as foreign trade. The definition of such trade excludes that on the Great Lakes as well as trade «between ports in the United States and ports in foreign countries where the distance between the vessel's last port of call in the one and the vessel's first port of call in the other is less than 150 miles».

The bill provides that where net operating income derived by an owner from vessels receiving the subsidy benefit exceeds ten per cent in any fiscal year, fifty per cent of such excess shall be paid to the Shipping Board to be placed in the merchant marine fund from which the subsidy would be paid, although it is stipulated that this shall not exceed the total amount of compensation received under the proposed law.

In addition to the ten per cent diversion of customs receipts to create this fund, the bill provides that it shall be derived from port tonnage duties, taxes, or fees, which would be doubled under the bill, and also the amount that would otherwise be payable by the Post Office Department for the transportation of mails which any ship contracting for the subsidy would be obligated to do under specified conditions.

The brier root contains more salicic acid than any other wood and the acid makes it impregnable to the fire of burning tobacco. Science has established that the brier root contains 1.81 per cent of salicic acid, compared with 0.4 per cent in the case of ebony, for instance. Briar root, when burned, leaves 0.4 per cent of ashes, while the ashes in the case of ebony amount to 3.9 per cent. The acid component in the brier root prevents the cracking of the brier pipe by the heat. The next thing, of

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course, will be to impregnate common wood with salicic acid and thereby make it as immune as brier root.

The brier is a relative of the heather. The French call it bruyere, and its scientific name is *Erica Arborea*. Brier wood, when burned, creates an intense heat. The odds and ends of the briers, therefore, are collected in pipe factories and sold to scientists who use them as fuel in forges where exceptionally hard metal is being forged.

## Notes from Roumania

*(From our Special Correspondent)*

For the first eleven months of 1921 exports from Roumania were as follows:

	wagons or tons	
Wheat.....	6981	69.810
Flour.....	1636	16.360
Rye.....	5475	54.750
Barley.....	3639	36.390
Oats.....	1409	14.090
Maize.....	74291	742.710
Oil residues.....	1511	15.110
Refined petrol.....	14325	143.250
Benzine.....	11428	114.280
Mineral Oil.....	1301	13.010
	cu. meters	
Wood planks.....	10230	225.060
Timber.....	1675	36.850
Logs fir-wood.....	1996	43.912

Exports during the month of December were considerably hampered by the freezing of the Danube, which took place on the 13th December. The weather, which was very mild during the first ten days of the month, changed suddenly. Cold weather set in, accompanied by a snowstorm and strong North-East gale, which soon became a hurricane, preventing the sixty odd steamers in the ports of Braila, Galatz and Reni from leaving the river. On the morning of Dec. 13th, the river was completely ice-bound down to Sulina and all the steamers were frozen in.

Eventually the cold subsided and the dredgers of the European Commission of the Danube having opened a channel, a few steamers managed to escape. Owing, however, to the length of the channel it was found impossible to keep it continually free of drift-ice and navigation could not be resumed before the second half of January, when cold set in again and the river was closed permanently this time.

The prospects for the new crops are good and it is expected that there will be a large surplus for export. Meanwhile, there are large stocks of grain of last year's crops in the country, a considerable portion of which is available for export. The Export Syndicate of Banks, the so-called «Sindex» has already been wound up, but whether exports will henceforth be free of all restrictions remains an open question.

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## TRADE OF TURKEY FOR 1920.

By Consul General G. BIE RAVNDAL, Constantinople

*(Published as a Supplement to Commerce Reports by the  
United States Department of Commerce.)*

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The signing of the armistice at Mudros on November 1, 1918, and the consequent opening of the Dardanelles and the Bosphorus inaugurated a period of unprecedented commercial activity and prosperity in Constantinople and adjacent regions. People at once turned excessively optimistic, foreseeing an era of peace and plenty. The supply of the necessities of life was found to be exhausted, and a keen demand arose for fresh stocks. As soon as telegraphic and postal communications with the outside world had been reestablished, thousands of orders for provisions and manufactures were placed, regardless of quality and prices. Relief was sought first in the near-by countries of Greece, Italy, and France, and subsequently in Great Britain and the United States. It was soon discovered that America was one of the few countries able to meet requirements, and before long American goods and American vessels abounded in the ports of the eastern Mediterranean and the Black Sea.

### Trade of Constantinople, 1919 and 1920.

The 1919 imports into Constantinople from the United States amounted to \$20,390,209, as against about \$5,000,000 for all of the Ottoman Empire prior to the war. In 1920 this amount rose to \$31,330,913 for the Constantinople area. Exports were correspondingly active. In 1919 the exports to the United States from Constantinople amounted to \$7,250,129. From Turkey in Europe they amounted to \$14,165,285 in 1919 and to \$11,176,999 in 1920. The total imports into Constantinople in 1920 have been estimated at \$125,000,000, the United Kingdom furnishing one-third and Italy and the United States one-fourth each, with France next, followed by Egypt, Netherlands, Russia, Greece, Belgium, and Spain. While the Constantinople district showed a balance of trade favorable to the United States, the reverse was the case in Turkey in Asia, where the exports to the United States were valued at \$22,837,717 in 1919 and at \$28,589,937, in 1920, while the imports from the United States during the corresponding years amounted to \$4,841,518 and \$10,916,885, respectively. There are no official Turkish statistics covering the trade of the country as a whole.

### The Slump of 1920.

The commercial hinterland of Constantinople in 1919 included southern Russia and Transcaucasia, besides its normal territory,

which comprises Asia Minor and certain Balkan districts. Some trade was carried on with Persia and Turkestan via Batoum, and even with Poland via Rumania. With the defeat of Gens. Denikin and Wrangel in southern Russia and the spread of the Nationalist movement in Anatolia, in the spring of 1920, the situation underwent a radical transformation. Goods piled up in the warehouses in Constantinople, intended for outlying markets, but could not be disposed of, as these markets suddenly had been closed. Basing their calculations on the experiences of 1919, the merchants had ordered wares abroad to their full capacity. When these goods arrived in Constantinople, prices had suffered a slump in the countries of origin and at the same time there was no market capable of absorbing the goods as unloaded from the steamers. The consequence was a serious commercial crisis, in which a number of banks became involved. Some importers failed to take delivery of the goods ordered, and the consequent liquidation entailed losses upon the foreign exporters. Partly for this reason, there have been few failures of any consequence, which, nevertheless, seems almost miraculous, in view of the violent fluctuations of exchange rendering exceedingly hazardous all foreign trade transactions.

### The Outlook in Turkey.

This report is not national in the traditional sense, because the country is split up into units which have no common political or fiscal administration, namely: (1) Constantinople, (2) Smyrna, (3) Thrace and Macedonia, (4) Anatolia, (5) Syria, (6) Palestine, and (7) Mesopotamia. Constantinople's banking, transportation, and warehouse facilities, its means of communication of all sorts, and its large business establishments, ramifying in every direction, are likely to assure it an unquestionable supremacy for an indefinite period of time. As an illustration, it may be cited that the general offices for the Near East (including Greece, Egypt and Syria) of various companies of the United States are located in Constantinople. The exploitation of the Danube in its relations to the Atlantic, the North Sea, and the Baltic through the Rhine, the Elbe, and the Oder, which in due time will be connected with the Danube through navigable canals, is fairly certain to prove a great factor in support of the commercial position of Constantinople.

### Finances and Public Works.

It is of but minor practical interest to examine the Turkish financial situation, because of the uncertainty of the future. Similar considerations, apply in the matter of public works, for no assurance can be had at this time concerning concessions. In previous reports, minute descriptions have been given of needed roads, railways, street-car lines, electric light systems, harbors, drainage, and irrigation undertakings, and other public improvements. As soon as a condition of normalcy reigns or is assured, there will be in the Ottoman dominions numerous highly attractive opportunities for the investment of foreign capital. Nothing is needed more urgently,

perhaps, than means of transportation, and, pending railroad construction, there will be a favorable opening for motor cars and motor trucks. Anatolia, as well as Thrace and Macedonia, possesses natural resources of exceptional variety and intrinsic value and offers a rare opportunity for the creation of manufacturing industries, now entirely lacking. Constantinople and the Provinces stand in pressing need of housing facilities on a large scale, and the erection of public buildings as well as private dwellings. It is conservatively estimated that Constantinople alone requires more than \$50,000,000 for the reconstruction of its burned section, in which 22,000 houses are said to have become the prey of flames during the last 12 years.

### American Investments in Turkey.

It has been stated that "the most certain, the most profitable, and the easiest way to extend American trade is by extending American foreign investments." This is eminently true as regards Turkey. American capital invested in railroads, mines, petroleum fields, etc., would mean the employment of American machinery and supplies, i. e., sales without expenses. It would mean a natural flow of goods, in this case raw materials, from the borrowing to the lending country in payment of dividends, and thus an extension of general commercial relations. Judiciously made, such investments would prove far more profitable than mere loans and interest coupons. The time has not arrived for financial commitments in Turkey, because the political situation is yet too obscure. But preliminary explorations should not be delayed. It is essential that Americans invest directly, not vicariously through foreign bankers and brokers on the Continent. Too often American money has been lent to Europe to be invested by our commercial competitors. The establishment in Constantinople of two American financial institutions (the Guaranty Trust Co., of New York, and the American Express Co.) will facilitate American investments in Turkey, as well as American trade. There is everywhere a scramble for capital for purposes of reconstruction.

Turkey is less of a stranger to America than before the war. Since the armistice the American people have spent through the headquarters at Constantinople of the American Relief Administration, the Near East Relief, and the American Red Cross, for the care of orphans and the succor of destitute sufferers from the war, more than \$50,000,000. Through its educational work, which comprises 11 colleges in Turkey, besides a great number of schools, hospitals, and orphanages, and which has been gradually built up during a century of effort, America has gained a constituency in the Ottoman dominions which is both strong and loyal. While these charitable and educational achievements had no motive but pure altruism and philanthropy, they nevertheless constitute an economic factor of no mean consequence.

### Foreign Exchange and Cost of Living.

On June 30, 1919, the Turkish pound or lira was quoted at \$1.21; on June 30, 1920 it had fallen to \$0.92. The pound sterling

on the corresponding dates was quoted at 385 and 430 piasters, respectively. The rise in two years was 47 and 46 per cent, respectively. There has been much wild speculation on exchange and violent fluctuations which have seriously affected commercial transactions. In Constantinople because practically all necessities of life are imported, the population is obliged to pay for its needs in a foreign currency. A local British banking authority declares that for this reason: "Constantinople is the most expensive city in the world. Owing to the lack of exports, the commercial demand for foreign currency is much greater than the supply, with the result that we have to pay more in Turkish pounds for our necessities which have to be paid for in pounds sterling or dollars. The purchasing value of the Turkish pound is therefore mainly influenced by the supply and demand for foreign exchange and not by the excess note issue." As regards the Turkish circulation, it is estimated by the same authority that it has been increased by an issue of 160,000,000 paper Turkish pounds against pre-war gold circulation estimated at 40,000,000 to 50,000,000 Turkish pounds, or approximately fourfold. "Against this," as further stated, "I think I am right in saying that the British circulation has been increased approximately threefold and the French sixfold."

### Cotton Textiles—American Sheetings Rule the Market.

Immediately following the armistice the textile trade with Turkey reached unprecedented heights, and the year 1919 witnessed an importation of cotton textiles valued at approximately \$75,000,000. This wave of trade did not subside until the spring of 1920, when political developments in the Black Sea area closed the principal outlets for the commercial activity of Constantinople. The general fall of cotton goods prices everywhere and the depreciation of Turkish currency to an extent not anticipated left dealers with large stocks which could not be profitably disposed of. Two well-known American sheetings (marks "A" and "CCC") have become the standard articles in their line and rule the market. A Japanese sheeting, "Dragon Brand," mark "C," closely follows the standard American sheeting in width and length and offers keen competition, being inferior in quality but also 20 per cent cheaper. Imports into Constantinople of cotton textiles in 1920 hardly exceeded the sum of \$20,000,000. With the liquidation of the Anatolian, Caucasian, and Russian problems this figure will be multiplied. Manchester continues to play a leading part in the Turkish cotton-goods trade, the United States and Italy, however, making serious inroads. Further American progress in this trade will depend upon the measure of credits extended and the measure of sustained effort on the part of the manufacturers.

### Direct Dealings with Manufacturers Preferred.

Importers in Constantinople prefer dealing direct with manufacturers rather than through commission merchants. American

sheetings have driven the Italian and Austrian products from the Constantinople market, although American manufacturers have declined to extend credit and to comply with demands for changes relative to sizes, marks, and quality. American manufacturers might well follow the example of several American concerns that have established themselves in the foreign fields so as to be in position to study local needs and ascertain where credit may be safely extended. This policy has been practiced by American manufacturers of textiles operating in the Red Sea district, which in part explains the supremacy of American cotton goods in that important market.

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

Muslin, gauze .....	\$2,683,873
Raw and carded cotton .....	123,517
Velvet .....	564,034
Bleached piece goods .....	3,692,505
Colored and printed piece goods .....	19,301,806
Unbleached piece goods.....	7,771,551
Thread .....	6,192,545
Red covers, curtains .....	818,613
Scarfs, shawls, and belts .....	771,669
Other articles of cotton.....	346,088
Total .....	42,265,201

### America Chief Source of Foodstuffs Supply.

Since the resumption of trade with Turkey in February, 1919, America has been the chief source of supplies of foodstuffs for Constantinople. Nearly 12 per cent of all imports into Constantinople in 1920 consisted of flour and cereals. Most of the flour (valued at about \$7,000,000) arrived from the United States. American flour apparently has come to stay. On account of the ravages of war Anatolia probably will be unable for years to supply to Constantinople the required quantities of flour. Flour ground in Constantinople mills from Rumanian and Bulgarian wheat has not been able to meet American competition on account of quality. American flour has been able to face even the most unfavorable exchange fluctuations and will probably not be excessively handicapped by the Turkish import tariff.

Another important foodstuff furnished by America is rice. The latter product is extensively consumed in Turkey as a substitute for the potato of Europe and America. When trade relations were established with Turkey after the armistice, Egypt was the first country to ship rice to Constantinople. Spain, the United States, Indo-China, Siam, and India followed. American rice is preferred, owing to its superior quality, Spanish rice being a close second, followed by Rangoon and Saigon. Some Anatolian rice is also consumed locally, but to a limited extent on account of its high cost. Differences in price are usually 20 per cent between the American and Spanish products and 18 per cent between the Spanish and the Far Eastern. Constantinople is said to import about 1,000 tons of rice

per month at the present time. When there is a demand for the article in Bulgaria, Rumania, and Batum, Constantinople requires over 2,000 tons per month.

### Corn Products—American Glucose Controls Market.

There is practically no market for corn flour in Constantinople, as the population is not accustomed to its use. Minor quantities were, however, imported during 1920 to be mixed with wheat and rye flours. The beginning of 1920 marked a period of gratifying success in the reintroduction on a large scale of American glucose following the reestablishment after the armistice of a branch of a corn products refining company of the United States. Considerable competition was created on the part of Belgian firms.

### Sugar Consumption—Sources of Supply.

Constantinople consumes about 1,000 tons of sugar per month, but larger quantities have been imported for reshipment to Bulgaria, Rumania, southern Russia, the Caucasus, and Anatolia. The principal competitors for the trade are Java, the United States, and Czechoslovakia. Local consumers long ago acquired the habit of using Austrian lump sugar in their tea. Czechoslovakia has been rather active in reintroducing the former Austrian beet sugar into the market. Hitherto this competition has not been serious, as Czechoslovakian prices are high and shipments irregular. Sugar from Java has obtained a strong foothold in Constantinople because of its moderate price; the principal drawback, however, is the difficulty of quick delivery.

The following table shows the imports of sugar into Constantinople during 1919 and 1920.

*Importation of sugar into Constantinople, 1919 and 1920.*

Countries.	1919	1920
	<i>Tons.</i>	<i>Tons.</i>
Java.....	31,100	23,000
United States.....	9,400	10,420
Czechoslovakia.....		10,600
Netherlands.....		4,150
Belgium.....		2,830
Total.....	40,500	51,000

### Principal Competitors in Mineral Oils.

In the matter of mineral oil the principal competitors in this market are various American concerns, the Rumanian concerns, the Russian interests, and the Asiatic Petroleum Co. Rumania in 1920 sold practically no mineral oils at Constantinople. Russia did not enter the market until July, 1920. Its output since then has been spasmodic, but, nevertheless, considerable. The following affords a correct idea of the local trade in mineral oils in 1920:

Kerosene :	Kilos
American interests .....	10,227,033
Rumanian concerns .....	64,563
Russian interests .....	751,662
Gasoline :	
American interests .....	5,130,375
Russian interests .....	217,000
Gas oil (Diesel engines): American interests .....	192,875

### Animal and Vegetable Oils.

The Constantinople market annually consumes about 12,000 barrels of oleo oil, chiefly as butter, and American brands are principally sold. The annual consumption in this market of olive oil and oils used as substitutes, such as cotton-seed oil and soya-bean oil, amounts to about 35,000 barrels. There is a substantial trade in Constantinople in American cotton seed oil, which is used in lieu of olive oil when the olive crop is short and for adulterating purposes when the olive crop is abundant. Shanghai has captured some of this trade, with soya-bean oil imported in iron barrels, which are preferable, as they prevent leakage. The supply of vegetable oils previously obtained from Russia is now chiefly supplied by Great Britain, China, and Egypt.

### Hardware and Machinery.

Owing to political developments, the hardware and machinery business has not yet experienced the expected revival. German-made hardware is finding its way into this market via Trieste, Antwerp, and Rotterdam. German imitations of the best American brands are inferior in quality and can thus be sold at a material discount. It is believed that American hardware manufacturers should establish direct connections with the Turkish markets instead of dealing via Hamburg. Manufacturers of noncompetitive lines might jointly establish an office and warehouse in Constantinople. Catalogues in French, distinctive trade-marks registered under Turkish law, and direct contact with the trade are recommended as essential points to be observed by American manufacturers desirous of competing with Germany and other countries in iron and steel goods in this market.

### Coal Output of Heraclea Basin—American Shipments.

Since the resumption of trade with Turkey early in 1919, several American exporters of coal have formed connections in Constantinople which promise to continue in spite of British and Turkish competition. Prices have been excessively high, even after the decrease in the first cost of the article, partly on account of freight rates and partly on account of exchange fluctuations. When good Pocahontas coal was being quoted at \$12 per ton f. o. b. Atlantic ports, freight rates ranged between \$35 and \$40 per ton. Consequently, this coal was marketed here at from \$47 to \$52 per ton.

Turkish coal made headway during the war and after the armistice. The Heraclea Basin supplied Constantinople with about

350,000 tons in 1919 and 250,000 tons in 1920. During 1920 Great Britain furnished this market about 20,000 tons, while the United States brought in about 55,000 tons.

### Motor Vehicles Popular in Constantinople.

The automobile business of the Ottoman Empire may properly be classified among the activities directly resulting from the general European War, which demonstrated the usefulness of the motor car and supplied a corps of quasi trained chauffeurs as well as relatively vast quantities of used automobiles. This, coupled with the fact that another class of persons less thrifty than those of means in pre-war days had acquired some wealth during the war, afforded an exceptionally favorable market for the sale of motor cars. It is not surprising, therefore, to note that the city of Constantinople has to-day about 850 motor cars belonging to Ottoman and foreign civilians. To this number should be added cars belonging to the various high commissions, legation, consulates, and to the various armies of occupation, as well as to the Turkish Government. Although American manufacturers availed themselves of the opportunity to export motor cars into this territory, they did not take the fullest advantage, but rather diverted their attention to other well organized and developed fields.

An American concern has a very well equipped service and repair station, together with a garage, where all sorts of repair and electric work can be performed, except gear cutting. It also has a well-equipped showroom, where only American cars and trucks are displayed.

### Leather and Footwear—Imports from France and America.

France leads in the import trade in leather, the imports from that country into Constantinople in 1920 having been estimated at \$2,100,000, as against \$1,000,000 from the United States and \$700,000 from Germany. Considerable quantities of American leather were sold via England and credited to the latter country. The American product is acknowledged to be of superior quality, especially in uppers. There were numerous arrivals of rubbers and leather shoes during the latter part of 1919 and throughout the year 1920. American rubbers were exported to this market in 1920 to the amount of about \$800,000, and boots and shoes to the amount of approximately \$3,500,000. Some of these stocks were for Russian consumption. The slump in business toward the end of 1920 caused considerable losses to shoe importers in Constantinople and to American manufacturers shipping goods on a cash against documents basis.

### Stationery and Office Supplies.

When trade relations, soon after the armistice, were established with the rest of the world, the large demand for foreign goods caused many new firms to be created, necessitating the purchase of large quantities of office equipment, such as typewriters, modern office furniture, and various office appliances. These were imported

largely from the United States. Over 1,000 American typewriters were brought in during 1920. Some calculating machines and cash registers were also imported from America, which were entirely satisfactory to importers and operators; also steel cabinets, fountain pens, inks (printing and drafting), and stationery. Unfortunately, the excessive cost of dollar exchange has enabled German, Swedish, and, to a certain extent, French firms to underbid their American competitors so materially as to practically put a stop to American transactions in stationery and office supplies. When the rate becomes more favorable our manufacturers will recapture a large share of this trade, provided they can fill orders reasonably promptly.

#### **Paints and Varnishes—Constantinople's Requirements.**

Turkey depends entirely upon foreign countries for its paints and varnishes. Constantinople alone requires about 320 tons of oil and water paints per year. These are furnished by Great Britain and France. It is believed that American manufacturers will play a part in the local paint market as soon as dollar exchange becomes lower. The most popular colors of paints are red, green, light green, gray, and blue. For paints 28-pound cans are in greatest demand, and for varnishes one-eighth to 1 kilo cans. Round cans are preferred for paints and square cans for varnishes. Cans should be coated with a rust-proofing solution and protected by a waterproof lining in the box. Barrels are preferred to cases, as they can be discharged from lighters with greater facility. It is thought that the best way to extend the sale of American paints and varnishes would be through the opening of an American paint and varnish shop or the maintenance of a resident representative of paint manufacturers.

#### **Articles America Might Profitably Ship—Trade Balance.**

Other articles consumed in this market, and which may profitably be imported from the United States, comprise manila rope, binder twine, and sacking; oilcloth and tar paper; raincoats; lamps; lanterns and lighting devices; clocks and watches; optical goods; canned groceries, biscuits, hams, and condensed milk; drugs and medicines; photographic goods; musical instruments, leather belting; fertilizers; harness and saddlery; refrigerators; fire brick; cement; metal bedsteads; electrical goods; boiled linseed oil; perfumeries; incubators; turpentine; dental supplies; toilet articles, such as shaving sets, soaps, tooth pastes, powders, etc.; surgical instruments; arms and ammunition; motor boats; sporting goods; and cheap jewelry.

#### **Declared Exports from Constantinople to United States.**

The declared exports from Constantinople to the United States in 1913 amounted to a value of \$3,668,541, increasing to \$7,062,940 in 1919, and decreasing to \$6,789,892 in 1920. During the first six months of 1921 the amount was \$1,066,440, indicating the extent of the slump caused by the Nationalist movement in Anatolia. The

principal articles of export from Constantinople to the United States are tobacco, carpets, skins, mohair, furs, nuts and opium, as shown by the following table:

*Exports from Constantinople to the United States, 1919 and 1920*

Articles.	1919		1920	
	Quantity.	Value.	Quantity.	Value.
Acid, tartaric.....pounds..			5,550	\$2,755
Antiquities, bazar goods .....				55,379
Attar of roses.....pounds..		\$152,148	430	41,996
Books.....volumes..			2,990	783
Bones (dry).....pounds..			1,078,660	26,966
Borate stone.....tons..			1,000	50,000
Bristles, hog.....pounds..	46,160	96,133	6,170	27,246
Canary seed.....do.....			8,165	505
Carpets.....square feet..		481,645	357,200	1,150,567
Casings (sausage).....hanks..		149,630	428,596	192,695
Caviar.....pounds..			29,953	35,569
Cigarette paper.....				6,794
Cloth material.....				9,467
Cymbals.....pairs			674	11,730
Embroideries.....				4,412
Essence :				
Lemon.....pounds..			2,775	8,226
Orange.....do.....			3,080	1,680
Figs.....do.....	12,617	2,719	76,187	15,647
Filberts.....do.....			277,873	58,892
Food products.....				1,666
Furs, raw.....pieces..		256,406	415,290	563,499
Gallnuts.....pounds..			34,656	6,025
Glue stock.....do.....			673,198	34,658
Gum tragacanth.....do.....	342,338	382,096	168,151	189,489
Hazelnuts.....do.....	3,987,669	667,469	2,069,488	390,923
Horsehides.....do.....			232,560	43,352
Linseed.....do.....			45,980	2,737
Licorice root.....		27,952		
Meerscham.....pounds..			16,172	57,881
Mohair.....do.....		721,706	1,116,116	466,573
Opium.....do.....	225,069	1,308,051	137,263	275,424
Personal effects.....				45,666
Pistachio nuts.....pounds..			193,952	57,154
Raisins.....do.....	65,287	13,205	5,405	816
Rags.....do.....			681,447	22,379
Rubber (old).....do.....			55,205	3,566
Silk, raw.....do.....		8,576	792	6,575
Seeds.....do.....			16,651	984
Skins, raw.....pieces..		1,406,041	611,877	1,019,786
Slippers.....pairs..			25,956	17,841
Sponges.....pieces..			686	2,253
Sundries.....		16,662		9,935
Tobacco.....pounds..	835,077	487,777	2,830,207	1,714,295
Walnuts.....do.....			49,500	12,329
Wax.....do.....			65,491	33,808
Wool.....do.....		814,724	420,605	108,969
Total.....		7,062,940		6,789,892

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AGENTS

### America Largest Importer of Turkish Tobacco.

The production of tobacco in Turkey during the World War decreased measurably in consequence of lack of labor, caused by military service and the general ill effects from the war. Immediately following the armistice tobacco production was resumed, and, while not reaching the pre-war record, has steadily increased. The following table affords a fair estimate of the production of the several Turkish tobacco districts for the years 1914 and 1920:

*Tobacco production, by districts, 1914 and 1920.*

Districts.	1914	1920
	<i>Kilos.</i>	<i>Kilos</i>
Samsun and adjacent territory.....	7,000,000	4,400,000
Trebizond .....	3,000,000	600,000
Tashova .....	4,000,000	2,000,000
Ismidt, Broussa, and Duzdje ....	6,000,000	3,000,000
Panderma. ....	500,000	200,000
Smyrna and adjacent territory.....	7,000,000	4,000,000

### Borate Stone Exports Decline.

The Borax Consolidated Co. (Ltd.), of London, exploits the borax mines of Sultan Tchair, near Panderma. The company is said to have been in existence since 1898. Before the war large shipments were made to Germany, France, and England, but conditions have changed since the armistice. Quotations were \$50 per ton f. o. b. Constantinople in 1919 and 1920.

Exports of borate stone from Constantinople during the years 1919 and 1920 are given in the following table:

*Exports of borate stone from Constantinople.*

Countries.	1919	1920
	<i>Tons.</i>	<i>Tons</i>
France .....	4,300	3,200
England .....	2,200	1,500
United States .....		1,000
Netherlands.....		800
Italy .....	300	
Total .....	6,800	6,500

### Imports of Guts for Sausage and Musical Strings.

Before and during the war Germany purchased the greater part of the gut output of Turkey. Its place has now been taken by America. The exports of guts to the United States from Constantinople amounted to \$192,695 in 1920, as against \$149,630 in 1919. Nearly all local dealers are now engaged under contracts in

preparing gut shipments for future delivery to American firms. Large quantities of guts arrive here from the Caucasus, Persia, Syria, and Thrace for transshipment to America.

#### Mohair and Wool—American Purchases.

At the time of the armistice there were about 50,000 bales of mohair available for export in the whole of Turkey. Operations soon commenced, and large quantities were shipped to Bradford, England, and to the United States. American purchases from Constantinople amounted to \$721,706 in 1919 and \$466,573 in 1920, or about 15 per cent of the sales to England. The average quality of mohair was sold wholesale at \$0.30 per pound during the first quarter of 1919, and at \$0.42 per pound during the last quarter of the same year. During the corresponding periods the best grades were quoted at \$0.41 and \$0.65. The absence of foreign buyers in 1920 reduced prices by 50 per cent. In normal years, 15,000 to 20,000 bales are exported from Turkey to the United States out of a total output in the country of 55,000 to 60,000 bales.

In 1919 Turkish wool was shipped to the United States from Constantinople to the value of \$814,724. This sum approximates the normal American purchases before the war for all of the Ottoman Empire, including Syria and Mesopotamia. In 1920 the amount dropped to \$108,969.

#### Filberts—Average Yearly Production.

The average yearly output of nuts along the Black Sea littoral of Turkey is figured at about 400,000 kantars of 1,232 pounds each. American buyers were active in the market in 1919, but subsequently gave more attention to Spain, as the latter country offered a larger sized nut at a slightly lower price. Turkish nuts, being smaller than the Spanish product, are claimed to be of superior quality. During 1920, 257,873 pounds of filberts, valued at \$58,892, were invoiced from Constantinople for the United States.

#### Opium Production—Decrease in Export to America.

What remains of the Turkish opium production since Macedonia was lost may be classified under three qualities—druggist, soft, and Malatia. Druggist opium is somewhat harder than the two other qualities, but yields only  $11\frac{3}{4}$  per cent of morphine. The soft quality is preferred because of a higher percentage of morphine (13 to 15 per cent). The Malatia quality is produced only in the city of that name and yields from 11 to  $12\frac{1}{2}$  per cent of morphine. It is often mixed with the soft and druggist qualities. During the war Germany and Austria absorbed nearly the entire Turkish opium output, and soon after the armistice Japan monopolized the market by purchasing over 3,000 cases. American purchases of Turkish opium in Constantinople amounted to \$1,308,051 in 1919; in 1920 they dropped to a value of \$275,424. The several wars have seriously affected the opium industry. Between the years 1910 and 1914 the output varied between 7,000 and 10,000 cases of 143 pounds each, but in recent years the average has been about 2,500 cases.



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## Beet Sugar Industry of the United States

by

C. P. AUSTIN

*Statistician, The National City Bank of New York*

The beet sugar output of this country in the sugar year just ended supplied twenty per cent of the beet sugar of the world as against less than seven per cent in the year before the war. Europe is showing its first improvement since the close of the war. Europe's beet sugar production, which amounted to over 8,000,000 tons in 1913, touched the low mark of 2,585,000 tons in the crop year 1919-20, and moved up to 3,671,000, in the crop year 1920-21.

The United States, which has been active in developing its beet sugar production in recent years, moved very slowly in this matter of beet sugar production prior to the war. The farmers were accustomed to a class of crop which could be cultivated and harvested by the use of machinery, wheat, oats, barley, rye, corn, and cotton, and they hesitated about adopting a crop in which much hand labor was required and in which the land must have the detailed care usually given to a garden.

While Europe with its dense population and large supply of labor of a class which could give to the sugar beet the care which it required, pushed up its production of beet sugar from 3,000,000,000 pounds in 1880 to 8,000,000,000 in 1890, 12½ billion in 1900, and 19,000,000,000 in 1913, American production in 1913 was only 1,385,000,000 pounds, or approximately seven per cent of the world beet sugar output of that year. With the fall off of sixty-six per cent in the European production during the war,

the output of the United States increased about sixty per cent and the outturn of beet sugar in the crop year 1920-21 was 2,180,000,000 pounds against 1,385,000,000 in 1913, our 1920-21 output being twenty per cent of the world beet sugar crop of that year, against seven per cent in the year preceding the war.

Even this big growth in American sugar production does not, however, indicate that we are to become a serious rival of Europe in supplying world markets other than our own. We have never bought any considerable quantity of beet sugar from Europe, the cane fields of Cuba coupled with those of our own islands being our most convenient and chief source of supply outside of our own fields, and nearly all of the domestic sugar which our fields are now supplying to our own markets is from beets. Our cane sugar production is comparatively small and apparently declining, having been in 1921 but 350,000,000 pounds against an average of about 700,000,000 per annum prior to the war. While the cane sugar industry of the United States is much older than that of beets, it supplied in 1921 only fourteen per cent of the sugar crop of the country, beets supplying the other eighty-six per cent.

Our own fields supplied in 1921 about one-fourth of the sugar consumption of the country; our own islands, Porto Rico, Hawaii, and the Philippines, supplied another fourth, and the remaining half was drawn chiefly from Cuba, which supplied in 1921, 5,180,000,000 pounds of sugar out of a total of 5,637,000,000 drawn from foreign countries.

The sugar consumption of the United States continues to grow even more rapidly than its population, and we are now not only the world's largest consumer of sugar, but have a larger

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per capita consumption than that of any other country. The total consumption in 1921 was ten and a half billion pounds or twenty-eight per cent of the world production, the average per capita consumption being ninety-seven pounds, against a high record of ninety-three pounds per capita in Denmark and ninety pounds per capita in Great Britain. Our per capita consumption of sugar has advanced from an average of forty pounds per head of population in 1880 to sixty pounds in 1900, eighty-five pounds in 1913, and ninety-seven pounds in 1921.

Of course the beet sugar possibilities of the United States so far as soil and climate are concerned are almost unlimited. The beet producing belt sweeps westward from northern New York across Michigan, northern Ohio, Indiana, and Illinois; Minnesota, Wisconsin, Nebraska, Colorado, southern Wyoming, and Idaho to a large part of the Pacific frontage of the country; but with the comparative shortage of labor supply of the class required for beet culture and the demands of the world upon the United States for the class of our crops which can be cultivated by machinery, the grains, cotton, etc., there is little prospect that the United States will for many years attempt to compete with Europe in beet sugar production for markets outside of our own country.

### **New Wool Tariff**

The wool schedule for the new tariff bill, adopted by the Senate Finance Committee majority, calls for a basic rate of 33 cents per pound, scoured wool basis. This is the duty demanded on behalf of the wool growers by the Senate agricultural bloc, and is not likely to be changed in the Senate.

The committee wrote a duty of 12 cents per pound upon carpet wools but added the proviso that if used in the manufacture of carpets 99 per cent of the duty shall be refunded. If tops and rovings are valued at not more than 30 cents per pound, the duty shall be 21 cents per pound and 25 per cent ad valorem. If valued at more than 30 cents per pound, the duty shall be 36 cents and 25 per cent ad valorem. These figures were substituted for a flat compound duty of 35 cents per pound and 10 per cent ad valorem as first agreed upon.

### **L'état actuel du marché du Cuir**

par STEWART HEMINGWAY

L'année qui vient de s'écouler a été la plus défavorable que l'industrie du cuir ait traversé au cours de son existence. Trois facteurs importants ont contribué à ce résultat. Toutes les branches de cette industrie ont souffert avant tout de la déflation qui a jeté le désarroi dans le prix des matières premières et des articles manufacturés. Dans l'industrie de la chaussure et du cuir, une période assez longue doit s'écouler entre le moment où les matières premières arrivent aux usines et celui où elles ont été transformées en produits finis prêts à mettre sur le marché; de nombreux mois doivent se passer entre le moment où l'animal est tué, celui où le cuir est tanné et transformé en chaussures ou autres articles, et celui où ces articles parviennent finalement aux mains du consommateur.

Le deuxième facteur important a été le manque de production soutenue en raison des conditions générales du commerce, et de la diminution des exportations, qui causa une grosse perte par suite de la moyenne supérieure de frais généraux qui dut être affectée à

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chaque article de cuir produit. C'est ainsi qu'en ce qui concerne les chaussures dont le nombre produit diminua d'environ 40 pour cent, l'augmentation de la part de frais généraux affectés à chaque paire fut telle qu'elle absorba le profit du fabricant tout entier.

Le troisième facteur affecta toutes les branches de l'industrie. La réduction importante qui fut faite dans la valeur unitaire de chaque paire de chaussures fabriquée et vendue, mit les fabricants de chaussures et détaillants dans l'impossibilité de réduire leurs dépenses dans un rapport correspondant avec la réduction de prix effectuée et quand bien même une pleine production aurait été atteinte, les fabricants et marchands n'auraient pu éviter une perte de ce fait. A titre d'exemple, un fabricant dont les frais généraux étaient calculés sur la base de 10 pour cent sur un prix moyen de gros de \$7.00 en 1919, se trouvait avoir ainsi une marge de \$0.70 par paire; prenant encore en 1921 10 pour cent pour les frais généraux, son prix ayant baissé de 25 % et étant devenu de \$5.25 la paire, sa marge de frais généraux ne se trouvait plus que de \$0.53, et cela sur un nombre de chaussures moindre. Le marchand de chaussures au détail se trouvait confronté par le même problème.

Cet état de chose a forcé l'industrie entière du cuir et de la chaussure à se mettre en ordre sur des bases nouvelles. Le marché du cuir s'effondra en 1920, le cuir ayant été l'une des premières matières à souffrir de la crise qui suivit l'armistice. Les fabricants et marchands de cuir et de chaussures se trouvèrent dans l'obligation de procéder à une liquidation qui se prolonge pour ainsi dire depuis deux ans et à l'heure actuelle, cette industrie se trouve sur des bases saines et solides. Ces nouvelles conditions n'ont pas été atteintes sans de sérieuses perturbations. En 1921 les peaux brutes de

veau étaient cotées à un prix inférieur de 14 pour cent à celui de 1914, tandis que le cuir de veau fini se vendit au mois de Septembre de la même année à 95% au dessus du prix de 1914. L'éleveur a bien entendu protesté vigoureusement contre cet état de choses qui s'explique par le fait que les peaux brutes de veau ne faisaient l'objet que d'une demande très limitée par suite de la stagnation de l'industrie des chaussures qui causa une diminution de 40 à 60 pour cent dans l'opération des tanneries. La production d'alors, toute aussi restreinte qu'elle était, dût supporter des frais généraux, excessifs, car la diminution des salaires n'avait été que très limitée. Le cuir de veau de premier choix qui au début de 1920 se vendait à \$1.25 le pied, tomba à \$0.65 en 1921 et se vend actuellement aux environs de \$0.50 le pied par rapport à \$0.26 à \$0.30 en 1914. Les autres cuirs ont subi des fluctuations similaires, les prix étant actuellement gouvernés par la loi de l'offre et de la demande.

Au cours de l'année 1921 toute entière, il s'est produit une demande insistante pour une diminution du prix des chaussures. Pour satisfaire à cette demande les fabricants et détaillants ont dû faire de sérieux sacrifices financiers et écouler pour une fraction de leur prix de revient des stocks produits sur les bases d'un prix de revient élevé. L'opinion existe à l'heure actuelle qu'il est possible de fabriquer de bonnes chaussures d'hommes pouvant se vendre \$5.00 la paire. Antérieurement à la guerre un nombre considérable de chaussure à trépointe Goodyear se vendaient au détail de \$2.50 à \$3.00. Ces chaussures représentaient le maximum d'efforts de la part des fabricants et marchands qui se contentaient d'un bénéfice réduit sur un chiffre d'affaires important. Personne ne prétendait alors qu'il s'agissait de chaussures de bonne qualité et d'un fini soigné, mais

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néanmoins ces chaussures répondaient à une demande importante de la part d'une certaine catégorie d'acheteurs. C'est à ce type de chaussures que doit être comparée la chaussure à \$5.00 qu'on nous promet aujourd'hui et non pas à la chaussure qui se vendait \$5.00 avans la guerre.

Les frais de main-d'œuvre en 1914 pour une chaussure se vendant de \$5.00 à \$6.00 se montaient de \$0.55 à \$0.65 la paire. Les frais de main-d'œuvre dans l'industrie de la chaussure ont atteint leur maximum en 1919 et 1920 après l'armistice. Ces frais pour des chaussures de la même qualité que celles mentionnées ci-dessus s'élevèrent en 1921 de \$1.25 à \$1.50. Depuis lors il s'est produit une certaine réduction qui a été en moyenne de 20 pour cent. Cette réduction pour une chaussure se vendant au détail de \$8.00 à \$10.00 ne correspond qu'à une diminution de \$0.50 dans le prix de détail. Il est nécessaire de mentionner ce fait, car le public est enclin à croire qu'une diminution de prix beaucoup plus grande est non seulement possible, mais encore équitable.

Se basant sur les conditions qui ont existé en 1921 et celles qui existent à l'heure actuelle, quelles sont les perspectives de l'industrie de la chaussure en 1922 ? Dans les cercles bien informés on prédit les prix suivants : chaussures fines pour hommes de \$11.00 à \$15.00, chaussures de même qualité pour dames, \$9.00 à \$14.00. Les chaussures de qualité moyenne qui se vendaient antérieurement à \$4.00, \$5.00 et \$6.00 se vendront \$7.00, \$8.00, \$9.00 et \$10.00. Il sera possible de plus de se procurer des chaussures meilleur marché se vendant à \$4.00, \$5.00 et \$6.00 pouvant se comparer à celles que l'on pouvait acheter jadis au détail \$2.00, \$3.00 et \$3.50 la paire.

Les sacrifices faits en 1921 ont préparé la voie pour des affaires plus satisfaisantes en 1922, et les chefs de cette

industrie prévoient que la production augmentera d'une façon sensible au cours de l'année courante.

Le commerce d'exportation en 1921 a marqué un minimum et on ne s'attend de ce côté qu'à une légère amélioration en 1922. L'industrie de la chaussure, comme toutes les autres, subit encore l'influence de tarifs de fret de 100 pour cent plus élevés qu'avant la guerre, ce qui est un facteur de la plus haute importance, car toutes les matières entrant dans la fabrication des chaussures subissent de quatre à six transports différents avant de parvenir aux mains du consommateur. Près de 145 produits entrent dans la confection d'une paire de chaussures y compris le fer, l'acier, le cuivre, le laiton, le celluloid, la toile, la cire, les pointes, les clous, le fil de lin, le fil de coton, la soie, le liège, le ciment, le caoutchouc, la colle, le papier, etc. qui coûtent 75 à 100 pour cent de plus qu'en 1914 lorsqu'ils sont convertis par la main-d'œuvre en articles propres à l'industrie de la chaussure.

*L'Amérique*

## PERSONALIA

Albert Breton, vice-president of the Guaranty Trust Company, in charge of its Foreign Department, is on a tour of the European branches of the bank, and has just visited Constantinople in this connection. The members of the American Luncheon Club had the pleasure of listening to his sane and optimistic words about business and financial conditions both at home and abroad.

Dr. E. E. Pratt, Secretary and Managing Director of the New York office of the *American Chamber of Commerce for the Levant*, sailed from New York on February 20th for Constantinople for an intensive study of conditions in Constantinople, Bucha-

rest, Sofia and Athens. While visiting these cities he was able to make connections for various American firms who were interested in securing new agents for American goods.

Rear Admiral Colby M. Chester, U. S. Navy, retired, is on his way to Constantinople. His son Arthur T. Chester will follow shortly.

Ralph W. Imbrie, U. S. Vice Consul, is under detail to the American Consulate General at Constantinople.

J. H. Keeley, jr., U. S. Vice Consul at Constantinople, is on leave.

E. St. John Greble, jr., Manager for Southeastern Europe of the Baldwin Locomotive Works of Philadelphia, with his headquarters at Bucharest, has paid Constantinople a visit and established a branch office at Yildiz Han, Galata.

Fred Vogel, jr., President of the Pfister and Vogel Leather Company of Milwaukee, Wis., and J. J. Kearney, President of the Stearns Electric Paste Company of Chicago made brief visits to Constantinople in March.

A. A. Herschler who has been in the publishing business in Manila, P. I. spent a few days in Constantinople on his way to America.

Robert H. McDowell has returned from a trip to Paris where he was in consultation with the European manager of the Foundation Company. In addition to representing the Foundation Company Mr. McDowell has formed connections with Edgar B. Howard, Import and Export, Philadelphia.

C. C. Goodfellow of the American Foreign Trade Corp. is on a trip to the United States.

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## TRADE OPPORTUNITIES

THE AMERICAN CONSULATE GENERAL AT CONSTANTINOPLE TAKES PLEASURE IN ANNOUNCING THAT ALL COMMERCIAL HOUSES WITHIN ITS TERRITORY DESIRING TO ESTABLISH RELATIONS WITH AMERICAN EXPORTERS OR IMPORTERS OF ANY KIND OF MERCHANDISE WHATSOEVER ARE INVITED TO COMMUNICATE TO THAT EFFECT WITH THE CONSULATE GENERAL, WHICH WILL FORWARD THEIR ENQUIRIES TO INTERESTED AMERICAN HOUSES THROUGH THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE OF THE DEPARTMENT OF COMMERCE, WASHINGTON.

### Tourists at Constantinople

The month of March is evidently "American Tourist Month" for Constantinople. After seven years of absence, tourist steamers have become again a familiar sight. The American Express Co., Raymond & Whitcomb, Frank C. Clark, and Thos. Cook & Sons have all had ships in the harbor loaded with Americans. The "Empress of Scotland", which started the season, arrived February 23rd with a party of about 800 visitors, the "Coronia" came on March 6th with over 300, the "George Washington" on March 9th with nearly 700, the "Carmania" March 11th with nearly 400, and the "Empress of France" on March 17th with 700.

These parties were unusually fortunate in the weather which they enjoyed, but it almost goes without saying that Constantinople deserves to be visited in the month of May.

### BANCA ROMANA

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## Declared Exports from Persia to United States

by Consul Gordon Paddock, Teheran.

The quantities and values of declared exports from Teheran, Persia, to the United States during the years ended December 31, 1919 and 1920, were as follows:

*Declared exports from Persia to United States in 1919 and 1920.*

Articles.	1919		1920	
	Quantity.	Value.	Quantity.	Value.
Embroidered articles .....		\$216		
Gum tragacanth ..... pounds..	42,784	45,285		
Oriental rugs.....square yards..	188,357	1,557,587	116,984	\$1,660,144
Sheep casings.....		41,065		17,839
Skins, raw.....pieces..			40,388	174,491
Total .....		1,644,153		1,852,474

The quantities and values of declared exports from Tabriz, Persia, to the United States for the same periods were as follows:

Articles.	1919		1920	
	Quantity.	Value.	Quantity	Value.
Carpets and rugs, Persian ...sq. yds..	1,333	\$159,493	160,533	\$1,632,123
Furs and skins .....pieces..			1,750	3,721
Gum tragacanth .....pounds..			11,581	14,974
Household articles.....				309
Sheep casings.....pieces			246,513	21,281
Works of art .....do....			3	15
Total.....		159,493		1,672,423

*Commerce Reports*

## Consular Transfers in the Levant

John R. E. McAndrews, Vice Consul at Frankfort on the Main has been transferred to Bucharest.

Basil E. Savard, Vice Consul at Bucarest has been transferred to Frankfort on the Main.

Sidney E. O'Donoghue, Vice Consulat Trieste has been transferred to Athens.

William R. Morton has been appointed Vice Consul at Athens.

## Shipping Regulations for the Straits

---

German, Austrian and Hungarian merchant ships are allowed to pass through the Straits of the Dardanelles and the Bosphorus for Black Sea ports—exclusive of Turkish ports—on certain conditions. Such ships must not use their wireless except as authorized, must not communicate with the land and must adhere to the formalities laid down for their period of stay in the Straits.

Bulgarian ships are subject to similar conditions in passing through the Straits, but they may ply freely between Bulgarian ports and Constantinople.

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**GUM TRAGACANTH, GOAT SKINS**

**SHEEP CASINGS, OPIUM, WOOL**

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**BANKERS**

**Imperial Ottoman Bank**

## 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 <b>kantar</b> (44 okes)	124.3616 lbs	56.4 kgs.
1 tcheki (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.	1.62137 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 acr.

**Measures of Capacity**

Turkish	English	Metric
1 kileh	1.18 bushel	43 litres
English	Turkish	Metric
quart (2 pints)	—	1.13586 litre
1 gallon (4 quarts)	—	4.5434 litres
1 bushel (32 quarts)	.8484 kileh	36.347 „
Metric	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.
English	Metric	Turkish
1 cubic yard	764537 cu. m.	1.7579 cu. arsh.
Metric	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 ( $\frac{1}{12}$ of 1 Ardeb). . . . .	3.63 Gallons
1 Rob ( $\frac{1}{24}$ 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.

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