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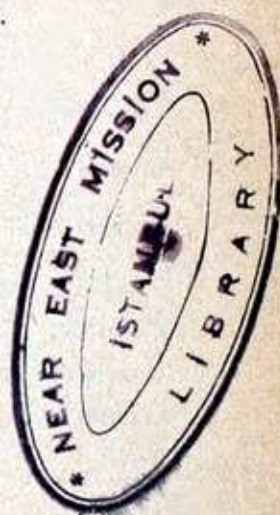
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# Levant Trade Review

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American Chamber of Commerce for the Levant.

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## International Law in its Relation to Interstate Commerce.

(Written for *Levant Trade Review* by FREDERICK WIRTH, Jr.)

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To say that all business men are ignorant of the fundamental principles of International Law is perhaps saying too much; but the writer feels safe in saying that ninety per cent of those engaged in commercial pursuits are without a knowledge of the practical application of the Law of Nations to the many cases arising out of business contracts. It shall be my purpose, therefore, to endeavor to make clear to the business man the general principles and rules of such law, and to demonstrate, in the abstract, their application to international commerce.

With a view to clearness and conciseness, and to avoid causing confusion, I shall divide, for the purposes of this article, Private International Law into five heads, viz: (1) Object and Scope of Private International Law; (2) Forms of Legal Transactions; (3) Law of Obligations; (4) Commercial Law; (5) Law of Bankruptcy. The reader must not imply that the five heads above enumerated cover all branches of the said law. They are, however, those with which he is most concerned.

In order to fully cover the subject under consideration it would be necessary to go into so many details that volumes would have to be written—something to be avoided in the eyes of the busy merchant. Furthermore, as these lines are not intended for men of my profession, all discussion of the subject, where the courts of the different States have expressed opposite views, may be avoided, confining myself, so far as it is possible to do so, to those principles of Private International Law which, by long and continued usage, have been incorporated into, and for all practical purposes, form part of the National or Municipal Law of the civilized nations of the world.

**Object of Private International Law.**—Private International Law has been variously defined and explained, but no definition, in the writer's opinion, has as yet been formed which might be considered as absolutely accurate. Mr. L. V. Bar, in his admirable work entitled *The Theory and Practice of Private International Law* says:



"Private International Law determines the applicability of the legal systems and the jurisdiction of the agencies (the courts and magistrates) of different States in 'private legal relations.' We say 'private legal relations' and not 'legal relations of private persons', because we may have to deal with the legal relations of a State, in so far as a State enters into private legal relations; while on the other hand, a private person may have legal relations which must be exclusively determined on principles of public law, the law of nations in the narrower sense".

In interstate commerce many questions arise which require the application of the laws of one or several states, through the medium of the judicial or executive branches of their Governments. If the courts of one State or nation were to discriminate against foreigners in the practical and equitable application of its laws, it would not be long before international intercourse and commerce would come to an abrupt end. It is not intended to convey the idea that a State may not pass certain laws giving greater rights or privileges to its own citizens than to foreigners—such, for example, as the right of franchise, that is a question of Municipal or National Law and not International Law. On the other hand, if a marriage, legally contracted between citizens of one State was held invalid by the courts of another State simply because the law of the latter, in respect to the form and proceedings to be followed in matrimonial matters, had not been complied with, such action on the part of the local courts would be tantamount to denying the legal existence of the community or state where the marriage was contracted; in other words it would amount to a denial of the right of the latter to pass laws regulating the conduct of its own citizens. It will thus be seen that the rules of private international law cannot possibly depend upon the will of any single sovereign power. One nation cannot declare its own law superior to those of other nations, or attempt to make them apply to the subjects of citizens of other States. As already stated, such a step would be a denial of the sovereign rights of such other State—an impossible theory, for, unless the latter State was sufficiently independent and able to enact its own legislation, and strong enough to compel its citizens to conform their conduct to its laws, it would not, in the eyes of international jurisprudence, be considered a sovereign State. To again quote Mr. Bar:

"It can be demonstrated that there is to a certain extent a real *communis consensus* of civilized States, a true law of custom. That is, e. g; distinctly the case with regard to the rule known to all, that a legal transaction, putting special exceptional cases aside, will be universally regarded as validly concluded so far as form is concerned, if it answers to the form which is required by the place where the transaction takes place. *Locus regit actum*. Of course, every State has, in the abstract, the power of denying effect within its own territory to such a law of custom. But up to that limit the general law of custom, if it can really be shown to be such, (Note: by long and continued usage) will be recognized in the individual States. A law of custom is simply the instinctive development of right, tied down to no particular form, and this instinctive development does not draw its virtue from the will of the State. We cannot admit the objection, therefore, that there can be no such thing as a general law of custom, with reference to the rules of private law, for the whole of the civilized world. The boundary of the State has this significance merely, that it can deny effect to such universal propositions of customary law, a denial which, as a rule, will draw down upon itself and its citizens considerable disadvantage".



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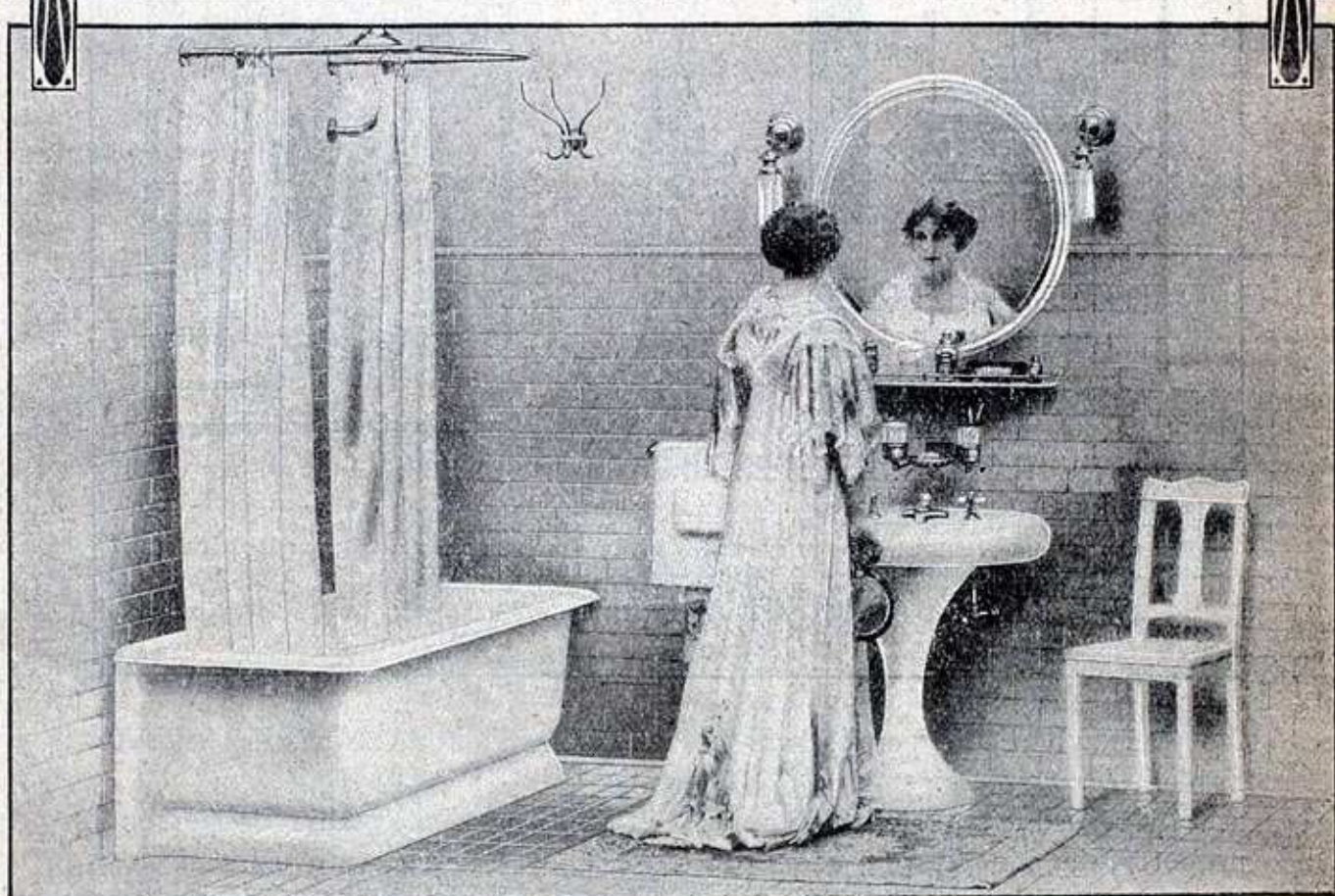
It is the *duty*, therefore, of every State to recognize the rules and laws of every other State. Old writers on international law have always contended that the said law was not law but purely comity, basing their argument, in many cases, on the fact that there was no police power sufficiently strong to enforce obedience to such law. This is no longer true, if it ever was true; for no nation, however powerful it may be in its general or political influence, can neglect the duty of recognizing the laws and rules of other States. The law of nations is backed by the moral support of the peoples of all civilized States. It does not require police power to enforce obedience to its rules. International intercourse, with special reference to international commerce, would not be increased, or even maintained, if the various nations of the earth failed to recognize the sovereign power of each of them to pass laws governing the everyday business transactions of its subjects and citizens. This is particularly true of the law of procedure. It is an inherent right of every State to pass laws governing the procedure of its courts. An American citizen, therefore, who finds himself temporarily in a foreign State and who is charged with a criminal offense committed in that country, is subject to the procedure of the courts of such State and cannot demand that he be tried by the courts of his native land or according to its laws of procedure. In the matter of the trial of criminal offenses the above rule of international law is considered not only a rule but a fundamental principle. In regard to civil procedure the case is somewhat different, however, for, if we desire to maintain a regular intercourse between the nations of the world, if we admit the authority of the legal system in each State, we cannot claim that, because a thing or person, formerly subject to the laws of one State, and under whose rules of procedure such thing or person had obtained a certain legal status or position, it no longer maintains such legal status merely because the person or thing has been transferred to another State under whose laws the same legal status would not have been obtained. So much for the object of Private International Law.

**Forms of Legal Transactions** —Ever since the Middle Ages it is an admitted rule of International Law that a legal transaction, valid according to the laws where it was entered into, is valid everywhere. *Lex loci actus*. This rule of international law derives its sanction from custom, and not by reason of the fact that two contracting parties in one State are compelled, because of the laws of such State, to contract in accordance with its laws. Of course, in order that a contract may be valid in the State in which it is made, the transaction would have to be entered into according to its laws. But, on the other hand, the mere fact that it is valid in that State could not *compel* foreign States, with different laws, to recognize it as valid. Foreign States merely recognize it as valid so as to facilitate international intercourse and, what is of greater importance, in order that legal transactions which have taken place in their own territorial jurisdictions may receive the same recognition on the part of such foreign State.

There is one important and generally accepted exception to the above rule; i. e. that in vesting title or granting rights to real or immoveable property, the law of the place where the property is situated is binding, and not that of



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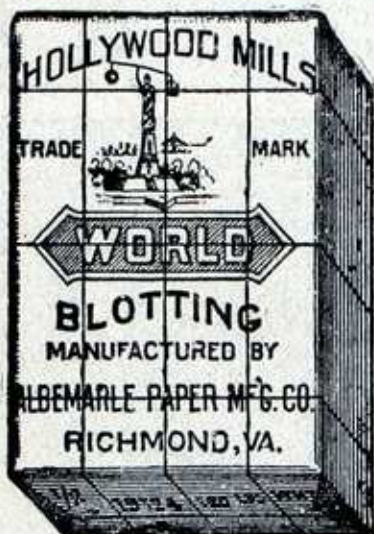
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the place where the parties may be who contract for the passing of such rights. *Lex rei sitae*.

With regard to the law to be applied in the case of moveable or personal property, the general rule seems to be that, by a fiction, moveables follow the person, and, therefore, if a citizen of one State should be traveling in a foreign State, a will or testament made by him in accordance with the laws of such foreign State would be valid to pass title to such moveable property situated in his native country.

The question often arises, what law prevails in the case of a contract by means of correspondence—letters and telegrams—in which the parties do not meet? Many divergent views have been expressed on this point by the courts of different countries—some holding that the law of the place where the offerer resides is binding, while others hold that the law of the acceptor is final. Where the laws of the two States are not in conflict with each other this question cannot, of course, arise. The intent of the parties usually governs in cases where the laws of the two States are in conflict, and it seems to be the general rule of the courts of the various States to hold such contracts binding if the correspondence shows an intent to enter into a valid transaction. The place where the contract is to be performed is considered by the best authorities on International Law as the forum for the trial and decision of such questions of fact and intention.

**Law of Obligations.**—As previously stated, obligations resting on contract are, as a general rule, dependent upon the intention of the parties to



such contract. When once the intention of the parties has been ascertained upon a question of fact which is in dispute, such intention will, as a rule, be the means of determining the dispute. The *lex fori* usually governs in the matter of the trial of cases arising out of contract. However, if the contract is made in contravention of the laws of the State where it is to be performed, such state, or rather its courts, when called upon to decide the question of its validity, will not declare the contract valid even if it is in accordance with the laws of the State where it was made.

Two entirely opposite theories have been followed by two groups of States. On the one side the courts have decided that the law of the place where the contract was made shall prevail, and on the other, it has been held that the law of the place of performance shall be conclusive. The French and Italian systems of jurisprudence seem to hold to the former theory while the American, English and German courts follow the latter. It is useless and needless to enter into a discussion as to the merits of these opposite theories, for it would require many pages to advance all the pros and cons of both sides. Moreover, it is a question upon which the courts of the various nations, and sometimes the courts of the same State, have failed to agree, so that each case would require special study and attention at the hands of international jurists. The above remarks pertain solely to moveable property, or, as the term is generally known—personal property. With respect to immoveables, contracts must always be made in accordance with the laws of the place where the property is situated.

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The Italian Code, Section 9, provides, with regard to contractual obligations, that :

"The import and the effects of obligations are held to be regulated by the law of the place in which the documents were executed, and if the contracting parties are foreigners belonging to the same nation, by the law of their nationality. In every case an exception is made if some intention to another effect can be shown to exist".

Here again, it will be seen, the intention of the parties governs.

The Belgian Draft Code States :

"Les obligations conventionnelles et leurs effets sont réglés par la loi du lieu du contrat" and adds "Toutefois, préférence est donnée aux lois nationales des contractants, si ces lois disposent d'une manière identique".

It must be reiterated, however, that if the transaction is forbidden by the law of the place where the contract was entered into, then it will be invalid everywhere. At least such is the general rule.

With regard to transportation companies, the general theory, as well as the practice of the courts of the different countries, is that a contract of carriage or freight by land, and on board vessels on inland waters, must be ruled by the laws of the place where it is made, or more exactly, by the law of the place in which the carrier's business is carried on, Wharton, Sec. 471. It is this law, and not that of the place of performance, which determines the obligation of the carrier with respect to timely delivery as well as for loss and damage of goods in transit, and his duty to follow the instructions of the sender of such merchandise. On the other hand, the law of the place where performance is to take place will determine the manner in which the goods are to be transferred, or whether there is to be implied any waiver on the part of the consignee of claims for damages by reason of any injury to the goods, or whether the carrier has any right of retention over the goods. Many legal problems present themselves with regard to the responsibilities of carriers towards the consignor or consignee. It is a general rule, however, and one accepted by most States, that each carrier in turn, where there is more than one concerned in the transaction, by taking over the bill of lading and the goods themselves, makes himself a party to the contract of the first carrier, and takes over his obligations. It would naturally follow that the first carrier is responsible to the measure of his own contract for the diligence of all the carriers after him. This is the rule followed by the Supreme Courts of the United States, England, France, Germany and Belgium and several of the other States.

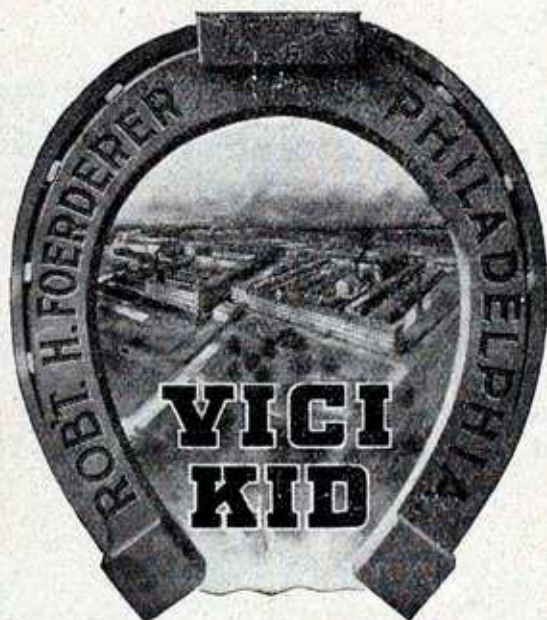
Contracts of insurance are subject to the laws of the place where the insurance company has its main office, or under whose laws it has been incorporated. This general rule applies as well in the case of such companies who may have agents in foreign countries. If the contract of insurance is valid in the State where the Company has its main office, or is domiciled, so to say, then it is valid everywhere, and the company cannot take advantage of any law of the country where the contract is made by an agent of the company, or where it is to be performed. The foregoing is law in most States, but some courts have held that in cases of insurance the law of the place where the contract is to be performed is decisive. Such, for instance,



# A MESSAGE

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**Law of Bankruptcy.**—Perhaps no branch of private international law is so complex as that of bankruptcy. There is no fixed rule between States for the administration of a bankrupt's estate, but certain principles have been accepted and followed by most courts in the winding up of such estates. The first rule, and one which is almost universal, is that, without regard to the nationality of a debtor, the administration of his estate by a trustee in bankruptcy will take place where the center of his dealing lies, i. e. at his domicile. By domicile is meant—permanent place of residence as distinguished from his place of temporary residence.

All actions or suits against the bankrupt's estate must be, or rather should be, brought there. A bankrupt, as everyone knows, cannot dispose of any of his property, real or personal, after an involuntary petition of bankruptcy has been granted. This rule does not apply, however, in a case where the bankrupt may have property in another State, whether real or personal, unless he is estopped from disposing of the same by a decree of the court where such property is located. Goods, however, which are despatched by the bankrupt to a foreign country, after a decree in bankruptcy has been granted, do not, as a general rule, become the property of the consignee. This conclusion is drawn from the fact that when an award in bankruptcy has been granted, the general arrestment implied thereby cannot be disregarded or shaken off simply by sending the goods over the frontier.



A merchant, upon learning that a party to whom he has sent a consignment of goods has meanwhile become bankrupt often asks himself: "What am I to do?" Modern systems of law usually give a man, who has despatched merchandise to a bankrupt, a right under certain conditions to claim them for himself. This is what is known to the law as stoppage in transitu, or *droit de suite*, an absolute and unconditional right, in so far as the law of the bankrupt's domicile grants it, for the rights of the general creditors can never be extended beyond what that law allows. Each individual case in foreign bankruptcy must, however, as in all other matters involving questions of International Law, be considered separately; but the above general principles have been generally accepted by most States and have taken the form of law, if not statute, at least a binding law of custom and usage.

The foregoing resumé of some of the cardinal principles of private international law is by no means complete. It would require many reams of paper to completely exhaust, if that is at all possible, this most intricate of all legal jurisprudence. Nor would an exhaustive exposition of the law serve the purposes for which this article was written. Busy merchants, bankers, etc., etc., whose time is fully occupied by their business affairs could not, and probably would not, enter into a long search for precedents every time they were about to enter into some business transaction. Nevertheless, a knowledge of some of the most salient features of the subject under consideration may be of some service to those whose occupation brings them into touch with foreign subjects and citizens. Most, if not all, Chambers of Commerce, the

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world over, have what is known as a Committee or Board of Arbitration and Award. The *American Chamber of Commerce for the Levant*, organized in March, 1911 has, happily, also adopted a committee of that nature, and it is highly desirable that, whenever possible, all business differences should be submitted to such boards for settlement thereby saving both time and great expense. Before a Committee of Arbitration claims are most likely to be settled on their merits. There may, to be sure, be cases where the amounts involved or the questions to be decided are of such importance that they could only be decided by men trained in the law. That is the exception to the rule. Whenever possible, however, let the sound principle of arbitration, the soundest of all principles of the law, so well advanced at the International Court of Arbitration at the Hague, be the guide for all those engaged in interstate commerce and who may have claims to assert or business differences to settle.

**Note.**— In countries, such as Turkey, in which many of the foreign powers enjoy extraterritorial jurisdiction, the above principles are equally applied by the foreign courts, in so far as it is possible to do so, for the principles of law above laid down are *international* in their scope, and not local. The writer will, however, at a later date, attempt to make clear in what manner such principles are applied by the extraterritorial courts of the Ottoman Empire.

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## Dans le Domaine de l'Electricité

(Extrait d'un article paru dans le *Popular Electricity Magazine* Chicago, Ill.)

Quand l'électricité fut adaptée aux besoins domestiques de la famille et que la pression d'un bouton répandit la lumière, cette innovation fut accueillie partout avec un enthousiasme général, sans oublier l'élan joyeux des femmes qui elles, n'avaient plus à s'occuper de lampes, ni de mèches. Mais il y a belle lurette que ces transformations s'opérèrent, et depuis lors chaque jour nous apporte une nouvelle invention, adaptation, qui allège de façon notoire toutes les tâches, tous les labeurs. La science, la mécanique attirent les femmes peu ou prou, mais ce je ne sais quoi de magique, de mystérieux, d'occulte qu'est l'électricité intrigue la nature, l'essence féminine, l'électrise dirais-je ! cependant que l'hygiène et la propreté des inventions tendant à supplanter les procédés et modes d'antan, stimulent son attention. Ce dont il n'y a pas lieu de s'étonner, car ces



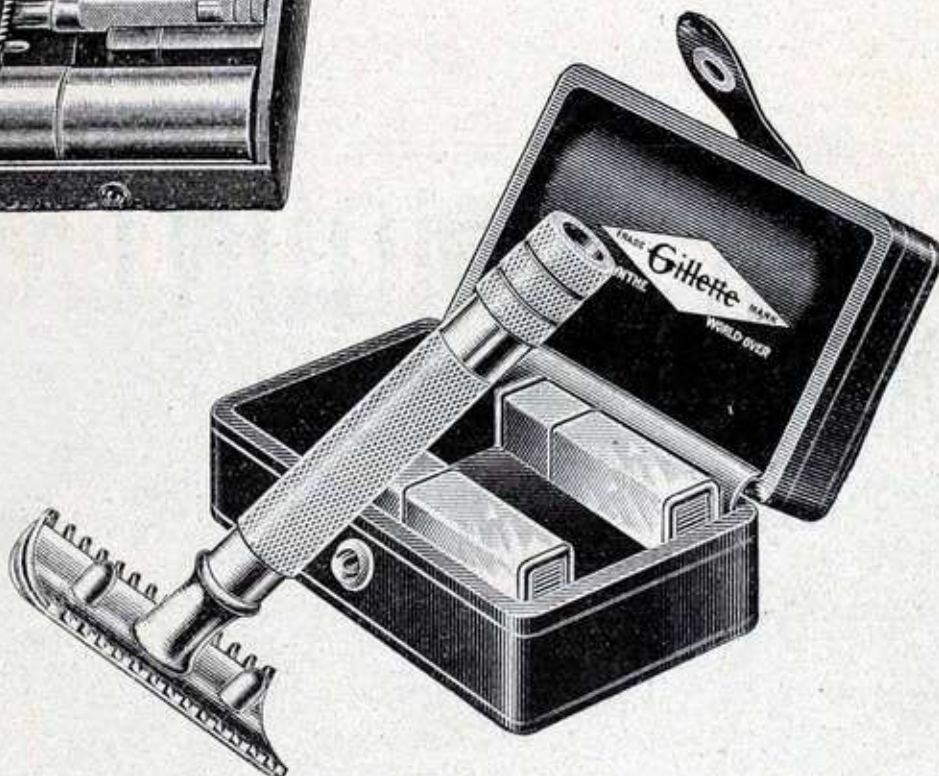
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méthodes pratiques ont introduit avec elles le confort et la commodité dans toutes les branches de l'activité domestique.

Venons-en, pour appuyer nos dires, au déjeuner, un repas toujours abhorré par la femme, préoccupée par son travail. Eh bien ! il peut être facilement préparé en un clin d'œil avec un gril électrique, un plat en métal et un filtre à café. Une lame de nickel plongée dans l'eau la chauffe instantanément et le déjeuner se poursuit à l'avenant. De sorte que tout intérieur qui se respecte ne pourrait pas se passer de pareilles nécessités.

Les innovations adoptées au fur et à mesure de leur divulgation ne se comptent plus. Faut-il parler du nettoyeur vacuum, du fer à repasser électrique ? A quoi n'a-t-on pas appliqué cette puissance inconnue ? machine pour blanchissage, pour couture, radiateur pour chauffage, cuisine électrique, et qui ont certainement révolutionné les ménages.

La cuisine sans feu est peut-être la transformation la plus importante des besoins domestiques, de même que la plus économique. Ses avantages sur l'ancien

mode tant au point de vue de bonne cuisine que de méthode pratique ne se comptent pas, et doivent être pris en considération surtout par les ménages qui veulent se passer de domestiques et apprêter eux-mêmes leurs repas.

Cependant, la femme n'est nulle part plus enchantée de ces inventions que dans son cabinet de toilette, où elle trouve des fers à friser, des masseurs et autres commodités électriques, sans oublier la lame submersible pour préparer son eau de shampooing. La science a porté si haut les perfectionnements de tous genres, que nos progénitures peuvent s'amuser avec des jouets et jeux mus par l'électricité, et s'approcher sans danger aucun de l'arbre de Noël, paré de lampions multicolores, et incandescents.

Lorsque nous jettons un regard vers le passé et que nous voyons la méthode surannée de cuisiner, la fumée suffoquante jointe à l'odeur de la graisse, le nettoyage incommodé des tapis et toutes les autres fonctions désagréables, nous sommes à même de croire que l'âge des miracles n'est pas du domaine de la légende ni du passé.

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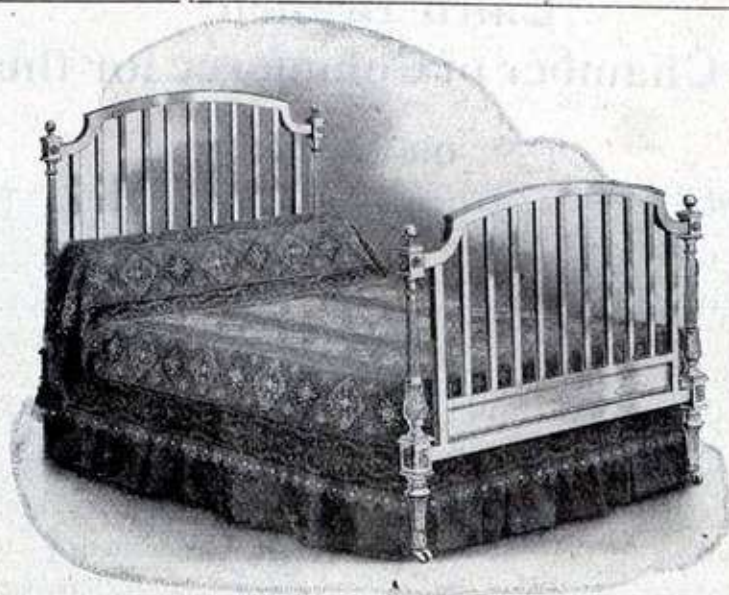
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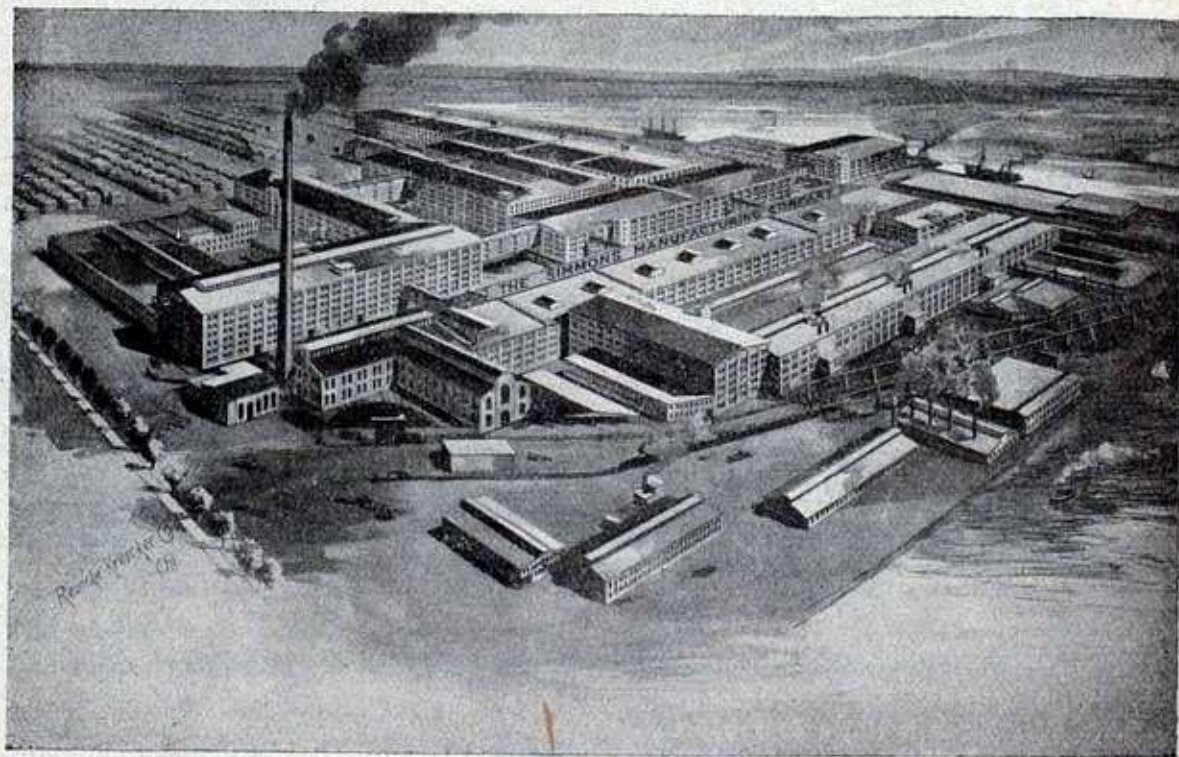
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On the 25th day of May, 1912, the newly formed Cairo Branch of the *American Chamber of Commerce for the Levant* held its first meeting under very promising auspices in the Board Room of the Vacuum Oil Company, Sharia Kasr-en-Nil, Cairo.

Mr. Constantin Xippas, Director at Large for the Chamber at Cairo, took the chair, the central organization at Constantinople being represented by the Secretary, Dr. Hubert Banning, in connection with whose visit it was decided to proceed to the formation of the new Branch.

Despite the very short notice given, the attendance left nothing to be desired and a very keen interest was shown by those present in the new organization as well as a very marked desire to increase their business relations with the United States and to promote American-Egyptian trade in general.

Officers and Directors were duly elected as shown above and it was decided to proceed at once to the finding of the ways and means of increasing the relations between the two countries. Although there are many articles of American manufacture which could compete successfully with European articles, the greatest drawbacks to American trade in Egypt are the insufficient transportation facilities, buyers being obliged to wait two months and often longer for the delivery of goods, which

coupled with the difficult terms of payment required by American manufacturers, serve to discourage buyers who can procure their goods quickly and on easy terms from European houses. The principal articles of import from the United States at present, if we except lumber, cottonseed oil, etc., which are being imported in large quantities, consist of those articles with which, on account of their quality, European manufactures are unable to compete, such as shoes, typewriters, office furniture, kodaks, hardware, etc.

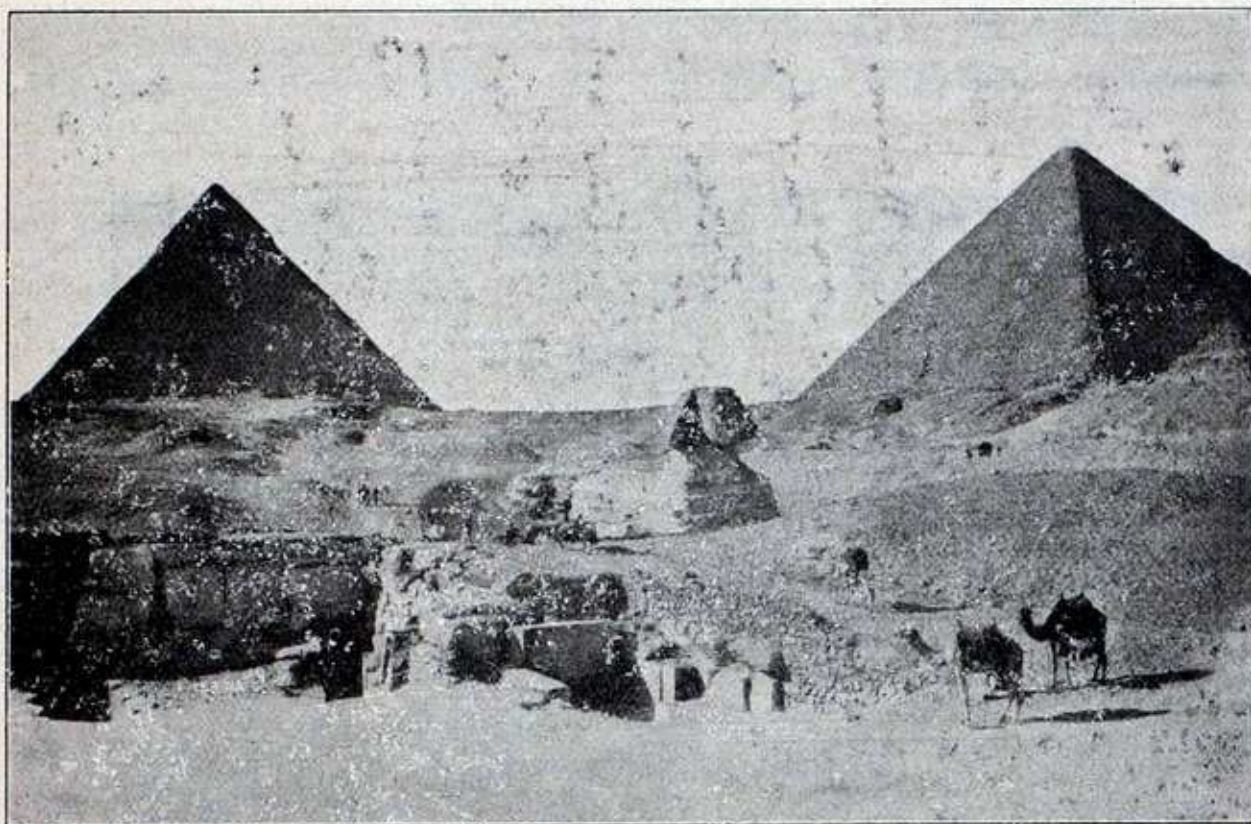
The chief aim of the newly formed Branch, which has been organized solely for the purpose of fostering American-Egyptian trade, will be to bring American business houses desirous of entering into dealings with this district into closer touch with the needs of the Egyptian market and to give them without cost advice and information and at the same time to assist merchants of this district in forming connections with business houses in the United States. For this purpose it has been decided to procure the necessary funds for the renting of an office in Cairo where catalogs of American manufacturers will be kept on file and other information given to those interested. All communications should be addressed to the Secretary, P. N. Macdonald, Esq., P. O. B. 721, Cairo.





HIS HIGHNESS ABBAS II, KHEDIVE OF EGYPT.





PYRAMIDS AND SPHINX, GHIZA, EGYPT.

## The Financial Situation in Egypt.

Despite the fact that the year 1911 had opened under very favorable conditions, the heavy cotton crop of 1910 having realized a price of \$479,200,000 which had as its natural effect the remarkably high figures realized by the imports as published in Vol. 1, No. 3, p. 440 of *Levant Trade Review*, as well as increased railway receipts, the fall of the year was marked by a number of prominent failures which have caused a considerable depression among business men. These failures, according to the report of the Financial Adviser, are indirectly due to certain unsound conditions resulting from the crisis of 1907, which, coupled with injudicious speculation have brought about the disastrous results above mentioned.

The cotton crop of 1911 was heavier than that of 1909, but inferior to that of 1910 and prices dropped as the result of an increased return of American cotton. The crop also suffered from the attacks of the cotton worm which was only subdued by most strenuous efforts.

The question of improving the drainage of the Delta is being actively studied by the Irrigation Department and several schemes are under investigation.

Despite the heavy expenditures for works of public utility the financial situation of the government leaves nothing to be desired. The great scheme of converting the basins to perennial irrigation is completed and outstanding payments on its account will be disposed of during the present year. The Assuan reservoir will also be completed at an early date.

The balance of the Reserve Fund has increased during 1911 by \$2,000,000 and is likely to increase during the present year. The reversion of the domains to the Government with their great possibilities of development and increasing revenue adds greatly to the strength of the financial situation. The chief increases of revenues in 1911 were in Customs and Railway returns. There was a great increase in import duties and



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SCENE IN AN EGYPTIAN VILLAGE.

in the Railway receipts, both in the amount of freight and the number of passengers carried.

The total amount of gold coin imported from Sept. 1, 1910 to Aug. 31, 1914, reached the unprecedented figure of \$ 65,500,000, the amount of coin exported during the same period amounting to \$ 40,500,000 of which \$ 31,000,000 was taken by India. The excess of imports over exports amounted to \$ 25,000,000 and is a remarkable contrast with the figures of the preceeding seasons. The expansion of silver and nickel currency was no less remarkable and in view of the considerable withdrawals during the previous autumn it was decided to replenish the stock by a further \$1,807,500 in new silver, nickel and bronze coin. The contract for the silver and bronze coin was obtained by the Birmingham Mint, that for the nickel coin by the Vienna Mint.

Considerable interest is now being shown in the general movement of prices and wages and the Ministry of Finance is obtaining data for the purpose of maintaining a trustworthy record of such movements. The enquiry has not yet reached completion, but it is certain that there has been a general rise in the price of commodities consumed by the bulk of the Egyptian population as compared with 25 years ago. The enquiry into the general movement of wages is more difficult, conditions varying in different parts of the country and the remuneration of agricultural labor frequently taking in part the form of a share in the produce or a right to cultivate a plot of land, so as to render comparison difficult.

The *Expenditures* for 1912 show an increase of \$2,000,000 over the previous year, but of this sum \$500,000 constitutes an apparent increase, being due to the insertion for the first time of items of expenditure which are compensated by corresponding receipts, notably \$250,000 on account of the *National Printing Department* and \$150,000 on account of the *baliffs* of the *Mixed Tribunals*. The real increase of \$1,500,000, however, is made up of the following items :

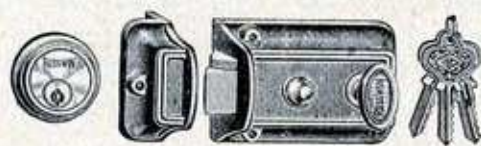


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**SAVINGS BANK. — SAFES TO BE LET.**

Grant to Provincial Councils . . . . .	\$ 500,000.
Railways . . . . .	335,095.
Public Works & Agriculture . . . . .	313,615.
Public Instruction . . . . .	147,885.

It has been decided to make during the present year a grant of \$ 500,000 to Provincial Councils as a mark of encouragement on the part of the Government to develop the education and improve the lot of the Egyptian peasants. The special local taxation authorized by the law of 1909 extending the powers of the Provincial Councils places at the disposal of these elected bodies an annual revenue of \$ 1,250,000 which is available for the promotion of education and for the construction and maintenance of works of public utility such as roads, bridges, etc. destined to increase the well-being of the rural population.

The budget of the Ministry of Education shows an increase of \$ 147,885 over the previous year of which \$ 76,220 is for the Central Administration and general education and the sum of \$ 71,665 for the Department of Agricultural, Technical and Commercial Education.

After deducting the increased expenditure of \$ 335,095 for Railways and \$ 313,615 for Irrigation and Drainage the balance of \$ 800,000 is applied to the development of the Agricultural Department.

The new Department has been chiefly occupied with the improvement of the quality of the cotton grown in the country. It is pursuing this end by undertaking the distribution of good seed on easy terms to the peasants. It has also established demonstration farms to show the best methods of cultivation with encouraging results and is studying the question of the adulteration of *Mit Afifi* with *Ashmuni* cotton.

During the year the Horticultural Society of Cairo was absorbed into the Department and its field of operations in the direction of improvements with regard to fruit and vegetables has been extended.



It is planned to extend to the whole of Egypt this system of seed distribution which begun on an experimental scale in 1911 and to form as many demonstration farms as the staff can sufficiently control, to establish an experimental poultry farm in order to foster the trade in Egyptian eggs and to produce, if possible, a type of fowls immune from fowl cholera, to introduce the cyanide tent process for destroying orange scale and to experiment with different means of controlling the cotton and boll-worm attacks.

A small field laboratory has been erected at Ghiza for the botanist near his experimental plots and the chemist has been located in the Survey Department, in order that he may undertake his work in connection with the subsoil water investigation.

The Post Office Savings Bank deposits for the first ten months of 1911 compared with those of the previous year show a falling off of \$ 36,785 whereas the number of depositors has increased by 12,355. A scheme is under preparation for bringing the Savings Bank more within the reach of the country populations by making use of the *sarrafs* as postal agents who receive deposits and make payments.



### ***Le Commerce de coutellerie anglaise supplanté***

*Selon le London Morning Post*, le commerce de coutellerie de Sheffield a subi des pertes considérables par suite de l'importance récemment ac-

quise par cette industrie en Amérique. Dans l'espace de cinq années la somme placée dans l'industrie de coutellerie et d'outils en Amérique a passé de \$43,729,000 à \$67,380,000 en augmentation de 54%, tandis que la production s'est accrue de 37% passant de \$ 39,022,000 à \$53,266,000.

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## Commercial Report from Crete.

The island of Crete is the largest and most important in the Archipelago with 357,000 inhabitants.

It has three important towns, Canea, the capital of the island, with 20,000 inhabitants where some of the European nations have their Consuls; Candia, the most important commercial city, with 30,000 inhabitants; Rethymo with 12,000, the distance between these three cities being about 5 hours by steamer.

The island of Crete has very rich soil from an agricultural standpoint, but on account of frequent disturbances, it has not been cultivated as it might have been and commerce, etc., has been neglected. Of late years, however, considerable progress has been made.

Crete is in need of many improvements such as the enlarging of the harbors of Candia and Canea, a railroad to join the principal towns, a telephone company, electric tramways, etc. Many European firms applied to obtain permission for such enterprises, but have not yet met with success. Lately the Anglo-American Telephone Company applied for the establishment of the telephone, but the government has not yet decided upon the concession.

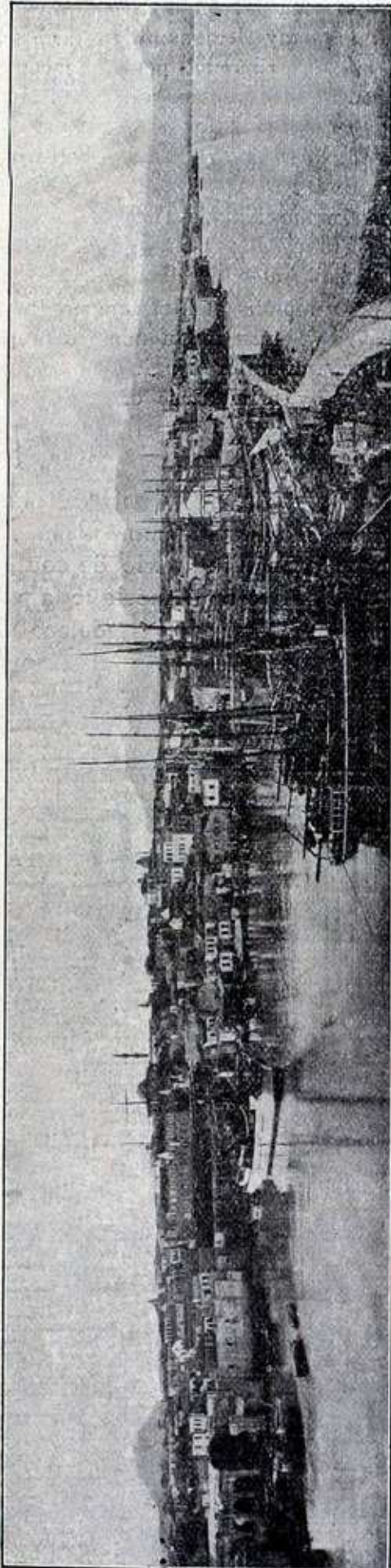
Crete imports all kinds of manufactured articles from Greece, Italy, England, France, Austria, Germany, and buys some leather, hardware, steel goods, windmills, etc. from the United States of America.

The value of the importation amounts to 30,000,000 Francs or about \$ 6,000,000.

The export trade of the island has greatly advanced during the last ten years, and it will keep on growing owing to the richness of the soil and the favorable climate.

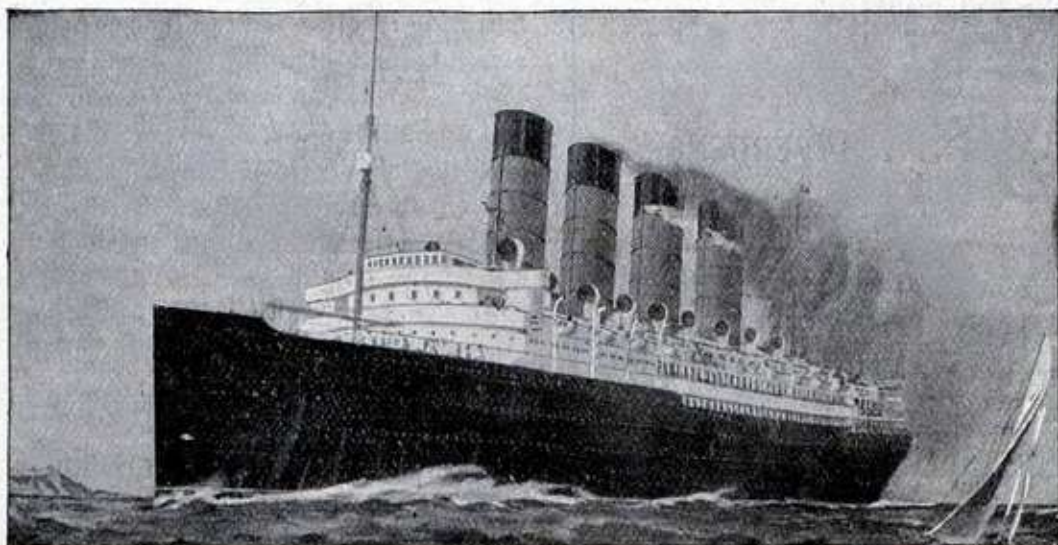
The chief articles of export are: olive oil, citrons in brine, honey, almonds, chestnuts, raisins, soap, olive oil foods, St. John's foods, oak, silk and wine.

The exportation for 1911 amounted to 50,000,000 Francs or about \$ 10,000,000.



VIEW OF THE HARBOR OF CANDIA, CRETE





S. S. Mauretania

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The articles which America buys are the following: olive oil, citrons in brine, almonds and olive oil foods shipped via Piraeus or Triest for New York or Boston and amounts approximately to \$1,800,000

In the last seven years the Cretans have started to emigrate to the United States, and up to the present over 10,000 persons must have left their native land for the United States. They remit about \$800,000 every year to their relatives, and there are two villages that are supported by American money.

Crete has three banks: the Banque de Crète, a branch of the National Bank of Greece and a branch of the Bank of Athens.

Goods may be shipped by the Austro-Americana via Trieste or by the Greek lines via Piraeus. As the relations of the island with the United States are continually augmenting, it will soon be advisable for the latter country to have Consular representation in at least one city of the island.

Respectfully submitted,  
THEMIS G. PSAKI.

May 3, 1912.

✍

## **Farming in the Dardanelles District**

Agricultural prospects are at present most encouraging as far as natural conditions count. The way in which the same are affected by other untoward circumstances is, of course, another story. It is needless to emphasize the scarcity of labor which is so universal and the disadvantages caused by the war.

The crops all are flourishing, thanks to the heavy rains of the first week in May. The three frosty nights which followed did some little damage, to be sure, but this was more than compensated by the destruction of the caterpillars which had been hatched in vast numbers before the cold set in. The frost also seems to have killed the spores of the bean aphid which usually appears at this season and greatly reduces the yield. There is not a blighted bean plant to be seen this year. There is, moreover, ground for hope that the spores of the wheat and barley rust



which almost annually cause great havoc may also have been annihilated.

The vineyards in low lying lands have suffered from the frost and will not bear fruit this year. Those on the slopes escaped damage as did also the almonds, the nuts having set before the frost.

Respectfully submitted,  
F. R. J. CALVERT.

Thymbra Farm,  
Dardanelles, May 14, 1912.

## MINERAL DEPOSITS OF BULGARIA.

The mineral deposits of Bulgaria at one time played an important part in the industry of the country, but were afterwards abandoned until within the last few years. Recent investigations have revealed the existence of ancient workings dating back to the time of the Romans, some of them having been reopened by the Saxons during the early part of the fourteenth century. In 1879 the Bulgarian Government started a lignite mine at Mochino, 17 miles from Sofia, and worked it until 1891, the total output being consumed in the Capital and by the State Railway.

The iron industry was formerly carried on at Samakof, where a large heap of slag, containing up to 53% of iron, and capable of utilization as ore, has been discovered. Magnetite is found in compact masses at Srem, but neither this deposit, which is 25 miles from the railway, nor that at Bogitsa has been investigated. The deposits of red hematite at Kremikovtzki, Breznik and Troyan are better deserving of attention, the ore being rich. Two concessions have just been granted.

Manganese ore occurs at Varna, Sliven and Haskovo, and in the first-named district a number of prospecting licenses have been issued, but the investigations are not sufficiently

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advanced to afford any positive information. The ore occurs in a pure state in some places, and as impregnating clay shales in others. One of the deposits, situated near the sea, a fact which invests it with considerable importance, has furnished samples containing up to 40% of manganese.

Graphite is found near the village of Bistritza (Doubnitza district), in a pure state, but has not been worked. Oil-bearing shales, chiefly paraffiniferous, occur in the districts of Bresnik, Philoppopolis and Sliven, but have not been worked. Anthracite is found in the environs of Svogné-Tzaritchina, Tzeretzel, Rebrovo, Svidnya, and Batoulya, all in the district of Iskretz, Department of Sofia, traversed by the Sofia-Varna Railway. Several concessions have been granted, according to *Bulletin de la Société de l'Industrie Minérale*, for the prospecting of these deposits, which occur in greatly disturbed permo-carboniferous strata, in consequence of which they are difficult to investigate. At the outcrops the anthracite crumbles to dust, and it is important that further investigations should be made to determine whether a more compact form exists at all. In one case, near Tzaritchina, a concession has been granted to work a seam of anthracite averaging eight feet in thickness.

Coal is found in several places near Sofia, but the most important deposits are met with in the Balkans, at Gabrovo and Trevna where small quantities of coal were raised prior to the Russo-Turkish war, and even down to 1892. The coal was fairly pure and yielded good coke. The deposits are irregular, though typical seams have been identified. One portion of the basin has been reserved by the State,



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Commission Agents.

and the rest has been parcelled into a number of prospecting concessions which are being actively investigated.

The "Prince Boris" concession at Trevna contains coal in seams and lenticular beds, and the proprietor of the concession has built a narrow-gauge railway, 5 miles long, to connect the coal field with the State Railway at Tirnovo station. Lignite is found in considerable quantities, the most important deposit, being that owned by the State in the Tertiary basin at Pernik-Mochino, covering an area of about 40 square miles. The mine is equipped with modern French appliances for washing, briquetting and electric lighting.

## Scarcity of Tonnage to Foreign Ports.

Commenting upon the great increase in the foreign trade of American products of all kinds, the past year in fact having shown the greatest growth in the history of the country, the *Lumber Trade Journal*, New York, says:

This increased demand for American products in the world markets has created a very serious situation in the matter of available tonnage to carry on the trade.

In a recent interview a leading steamship official stated that rates to almost all foreign ports had increased about 40 per cent within the past year, and even at the advanced rates tonnage was exceedingly scarce.

Concurrently, one of the prominent lumber exporters of the United States stated in substantiation of this statement, that his firm has had tied up for several months at one of the leading ports a large amount of lumber sold for foreign shipment.

This is a situation that needs careful consideration on the part of exporters of American products of all kinds in making quotations or assuming commitments for foreign shipments.





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BEST ENGINE**

**IN THE WORLD**

**WATERLOO  
BOY**

Two gold medals, at two International Expositions, in open competition with the leading manufacturers of every nation on the globe. THAT is real proof that the **Waterloo Boy Gasoline Engine** is the best engine built to-day. And the real importance of this great double victory is the fact that it was won, not by a specially designed engine prepared and primed particularly for this contest, but by a regular Waterloo Boy TAKEN FROM STOCK.

Thousands of these engines are in regular daily use on farms all over the world, and many hundreds of DEALERS and JOBBERS

find it to their interest to handle this engine. This supreme make-good quality of the

## Waterloo Boy Gasoline Engine

is built into it—it is best from foundry to testing room. **Best and simplest in material, in workmanship and in many important features of design which are found on no other engine in the world.**

**The Speed Lever** which works like the throttle of a locomotive and regulates the speed while the engine is running, is an **exclusive Waterloo feature**, and it alone adds \$20.00 to \$50.00 to the value of your engine. Many other features are just as important—our patented mixer which does away with the expense and bother of a pump; new type igniter that never misses a spark; automatic fuel regulation making it the cheapest to run; frost proof construction, etc.

**Burns either Kerosene or Gasoline**—starts easy in the coldest weather. All parts are interchangeable and it is so simple that a child can run it.

**The Waterloo Boy is no experiment**—it is the oldest successful farm engine on the market and has made good for over 19 years, in the service of nearly 100,000 farmers all over the civilized world. Built in one of the biggest engine factories in the world, with a capacity of 130 complete engines per day, nearly 40,000 engines per year.

Let the other fellow experiment—you use his experience and buy a **Waterloo Boy** in the first place. **Get the certainty of absolute satisfaction at the lowest price ever made on a reliable engine.**

**5-Year Guarantee.**

Catalog and full details **FREE.**

Write today.

**Waterloo Gasoline  
Engine Co.,**

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A STREET IN CAIRO

### American Coal in Egypt.

(Extract from an article in a recent number of *Shipping Illustrated*, New York,

The Egyptian State Railways have concluded a contract with the Consolidation Coal Co. Incorp., for a further supply of 50,000 tons of American coal, delivery to be made in July and August. Last October, it will be remembered, the Egyptian State Railways took 50,000 tons of American coal, owing to the fears of a national coal stoppage in this country. The coal hitherto supplied to the Egyptian State Railways has been Monmouthshire descriptions.

The annual report of the Consolidation Coal Co. shows a total of 8,231,903 tons mined in 1911, as against 9,370,633 tons for 1910. Coke production for last year was 43,740. Coal mined by lessees totaled 473,008 tons, against 524,858 tons for 1910.

The Consolidation Coal Co. expects to complete the railroad into its Kentucky field by May 1.

The Consolidation Coal Co. will move its New York offices on April 27, from No 1 Broadway to the Bankers' Trust Building, corner of Wall and Nassau street. The Consolidation Coal Co. will occupy one half of the fourteenth floor. The telephone numbers will remain unchanged.

§

### Les Automobiles Américaines au Durbar.

Le Durbar de Delhi a été une nouvelle occasion pour la production avantageuse des voitures américaines. Une fabrique américaine a fourni à différents gouvernements des Provinces soixante-dix automobiles et prétend que 161 de ses propres automobiles se trouvaient à Delhi pendant la solennité du Durbar.



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Manufacturers of:

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

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

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

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

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

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

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 Deutsche Orient Bank, " }

## **Agriculture in the Region of Merzifoun.**

(Written for *Levant Trade Review* by Rev. Dr. G. E. White)

Merzifoun is located 60 miles south of Samsoun and so is about half way along the south coast of the Black Sea. The general configuration of Asia Minor in this region is that of a series of plains, higher or lower, each surrounded by a wreath of mountains. Sometimes the plain narrows to a valley drained by a babbling mountain brook and in this case the mountains narrow to a double range. The plain of Merzifoun is about 750 meters above sea level, and its dimensions are about 30 miles by 10 in size. It is believed that this was the Chiliokomon of Strabo, the "Plain of a Thousand Villages", which territory was the chief granary of Amasia. Strabo perhaps exaggerated the number of villages but certainly a plain like this must have borne a considerable population ever since the days of the Hittites.

This diversity in geological formation causes a corresponding diversity of crops within a territorially restricted area, and offers advantages for diversified farming. The plains offer broad fields for the production of the standard crops. The valleys, usually hot and well watered, are suitable for intensified agriculture and truck produce. The mountains have abundant pasture land and wood land, or would have if their use was wisely regulated. The staple crop of this region is wheat of very good quality. A close second is barley. Both of these are regarded as winter grains, and are sown



in the late fall, or at intervals when the whether is open until spring is just at hand. The Pasha Valley near this city has about 30 mills of old country type grinding the wheat whole by running it over stones. The Cheltek gorge, ten miles or more on the way to Samsoun, has perhaps a dozen large fine flour mills in which roller process machinery imported from Europe is employed and where the flour produced is as good as need be asked. The surplus finds its way to Samsoun and so into the general market. Barley and barley straw are the staple foods for all kinds of animal life. In the Cheltek a fine mine of soft coal has been opened.

Corn and beans are raised in quantities in this region, usually on the uplands. Hemp is produced abundantly in favorable spots, and on the lower part of this plain rice does very well. Tosia produces abundant white rice, and red rice comes from Niksar. Some oats and rye are sown, and of other crops opium has taken a very important place within recent years and tobacco is abundantly cultivated in the plains and valleys more directly tributary to Samsoun.

The ordinary vegetables of all kinds are produced in considerable abundance, such as potatoes, onions, squashes, cucumbers, melons, eggplant, bamia, leeks, beets, etc., together with spinach, lettuce, radishes and other greens. As for fruits, apples, quinces, cherries, peaches, pears, plums, apricots, cornel berries and grapes are easily produced, and are quite abundantly found in the market. This city is said to contain about six thousand

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and adjoining regions should buy their**

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**Including**

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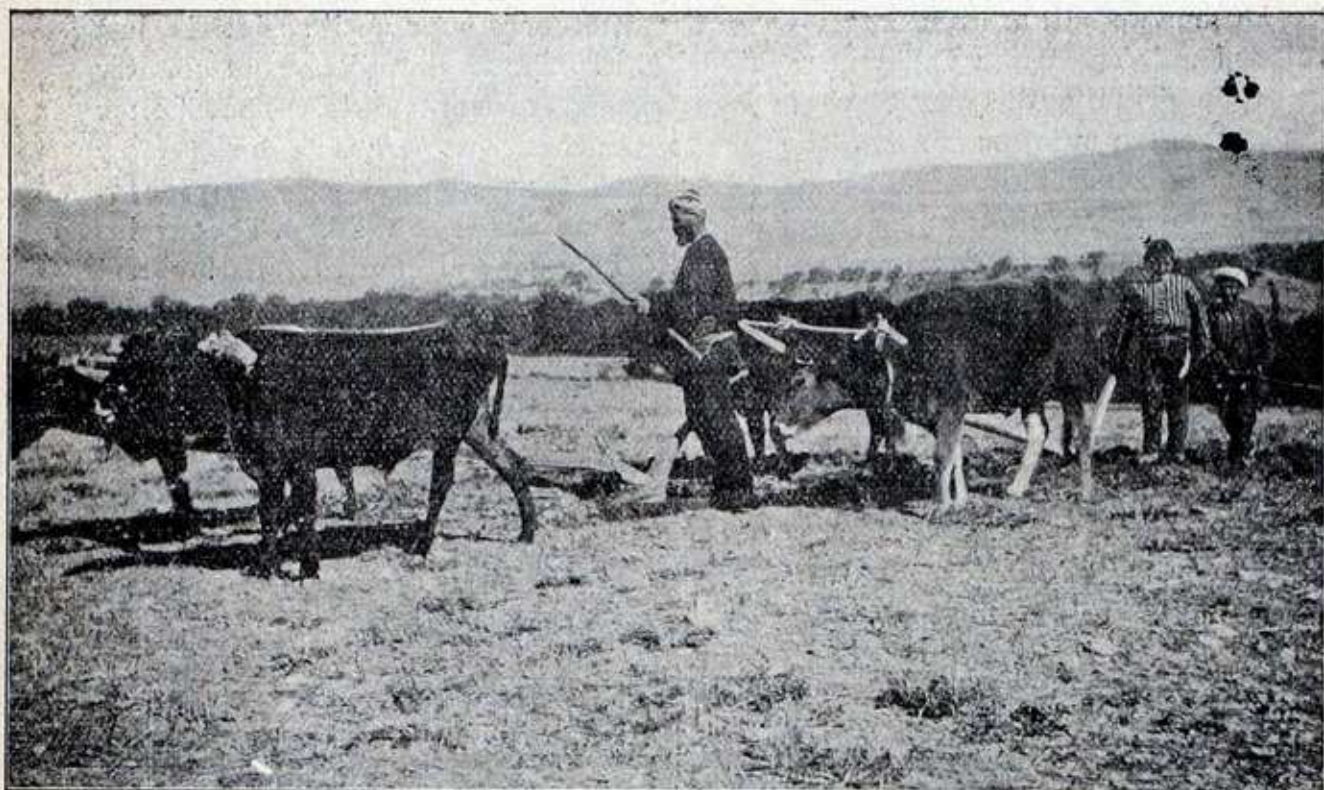
*(Straw Bruising Attachments)*

**FROM THE WELL KNOWN IMPORTERS FROM AMERICA**

## **H. NERGARARIAN & CO.,**

**Korassandji Han, Stamboul, Constantinople.**





#### PLOWING IN MERZIFOUN DISTRICT.

houses, but there are more vineyards around the city than there are houses in it, an average of more than one per family. The grapes for the most part produce a small white berry very pleasant to the taste. There are also purple grapes raised in considerable quantity, and treacle or *pekmez* is produced in considerable amounts. Nuts also are raised and used a good deal in this vicinity, especially walnuts. Almonds, chestnuts, beech nuts and filberts can be produced to advantage, though late frosts frequently nip the almonds. The filbert culture which plays such an important part on the coast range toward the east, is extending westward, and there seems to be no reason why Samsoun should not, after a few years, export as many filberts as Trebizond or Kerassund does now.

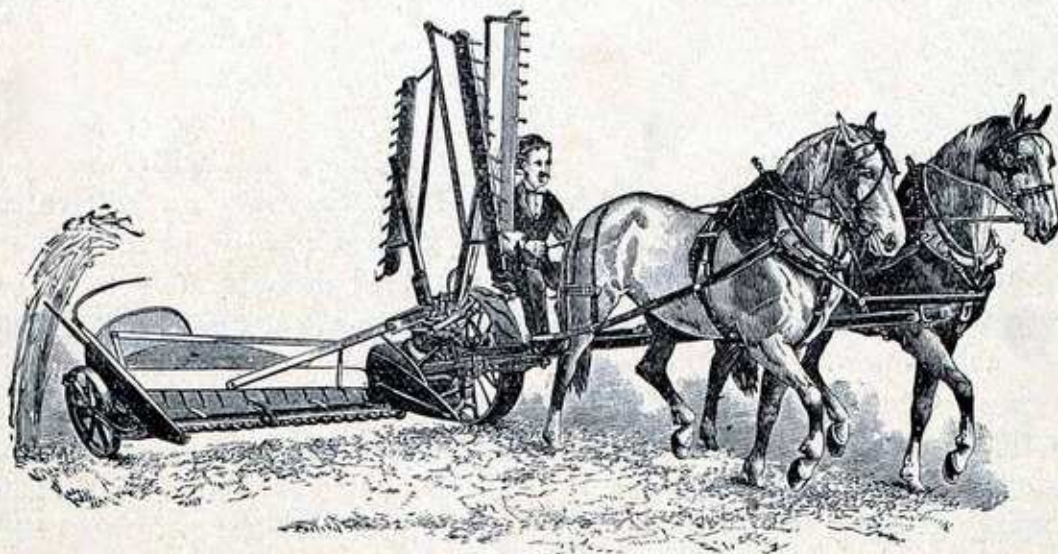
One finds the usual animals kept by farmers. Transportation on the highway is as yet chiefly carried on by means of horses, though the approach of the railroad from Samsoun promises a day when this mode of transportation will be obsolete. Pack mules, donkeys, camels and buffalo carts are also used in transportation on the highways and between centers of trade and the villages. The horses are smaller than those employed in America but are hardy and willing. The cultivation of the land is done almost entirely with oxen. There are as many cows as one would expect to find, and while they seem rather badly kept sometimes, yet the prevailing type rather resembles the Jerseys. The milk, though not very abundantly given, is rich and creamy. Large flocks of sheep and goats range the mountain pastures.

The methods and tools employed by the Anatolian farmers are as simple as possible. Plowing is done with a wooden stick which breaks a scratch



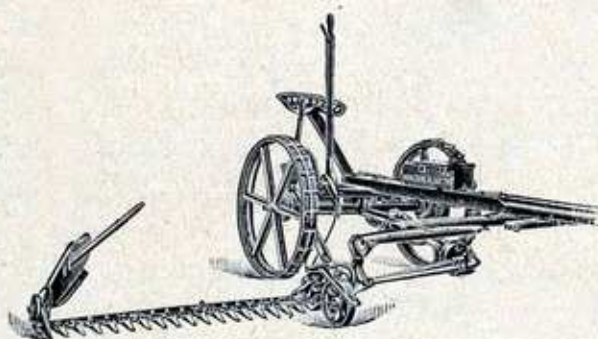
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- 1 — horse (4' 0" cut) Weight 800 lbs.  
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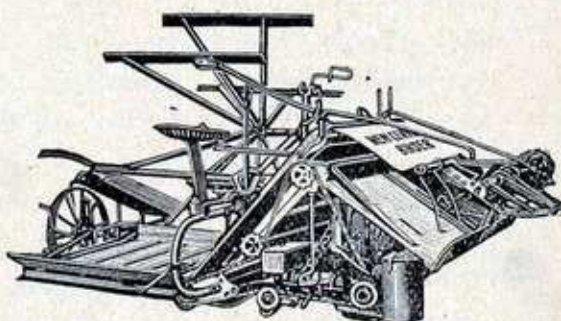
Ox-pole device can be supplied.



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

"Admiral" Mower two - horse  
4' 6" cut.

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



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 CULTIVATORS. — SEED-DRILLS. — PLOUGHS. — ETC., ETC.

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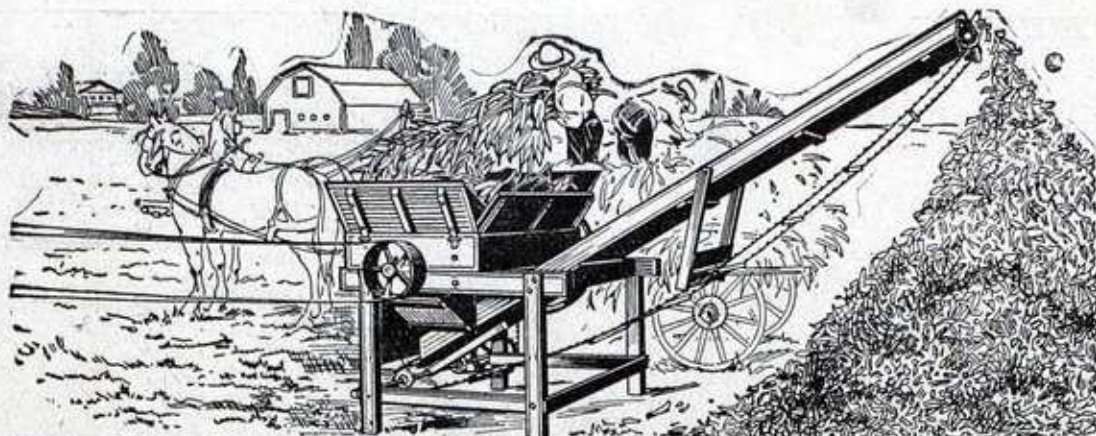


in the ground but does not turn a furrow. Harrowing is done by dragging a beam or a bunch of brush over the surface. Reaping is by hand. Raking and stacking are also hand processes. Thrashing is done in the good old fashioned way by spreading the grain on the ground and driving a sledge, the bottom of which is thrust full of flints, round and round over it. The grain of course is very much mixed with dirt, and is winnowed by being cast up against the wind. Afterwards it must be washed in order to relieve it from further impurities. The vineyards are cultivated with the spade; corn and other vegetables with the hoe, in so far as they are cultivated at all. Modern machinery of the American type has hardly begun to make its appearance upon the Anatolian farm as yet. Still the educated men know that there is such machinery, and some of them desire to introduce it. Occasionally one sees a McCormick reaper or mower, or an iron plow, probably of German manufacture. It has always seemed to the present writer that if small tools could be introduced for general use, that would be much better than to try to begin with the big machines such as thrashing, winnowing, reaping and mowing machines. Spades, shovels, forks, hoes, axes, rakes, picks, of first class American manufacture, ought to find a ready market; similarly light tools to be drawn by horse power such as plows, cultivators or wheel hoes. The farmers could make a success of these and would find their introduction easy.

It is the general custom to leave the land fallow in one year in two or three or four according to the soil and other conditions. Theoretically the land is plowed in the spring and given a clean fallow during the year when it is not sown. Practically, however, it is apt to produce a large crop of weeds. Anatolia College records kept for 20 years show that the precipitation of moisture averages just about 18 inches per annum. This is a light rainfall and indicates that the methods of dry farming are needed in order to secure the best success. It is surprising enough to find that the farmers, as a result of ages of experience, have found and adopted some of the simpler dry farming methods of the American West, such as frequent fallowing, storing water in the ground, cultivating and growing one year's crop on two years' moisture. But one who has a friendly feeling for the Turkish peasants longs to have them instructed in improved methods and in the use of modern machinery. The introduction of deep plowing, the more even cultivation of the soil, crop rotation, the application of some of the simpler methods of American agriculture, ought easily to enable the people of this region to increase their annual agricultural product 10% a year almost indefinitely. On long rides across the country especially across the magnificent mountain ridges, one always gets the feeling that a large proportion of the land is practically waste, while that which is cultivated would continue to yield far more abundantly under the methods of intensive farming.

The mountains are covered entirely with a short sweet grass that resembles the buffalo grass of the American plains. It is green for only a few weeks in spring and early summer, then it turns dry and brown, but it furnishes





## **The Best Cattle Feeding Machine In The Beginning.—The Best Today**

This is the measure of any cattle feeding machine—these are the things by which you must judge which machine is the machine good enough to take in exchange for your hard earned money.

Not theory—no bright advertisement—not even first cost—but what sort of feed does the machine produce—will it add flesh to my cattle and how much will it help or hinder—will the machine last—is it durable—is it honest value for the price—is its capacity great enough to warrant its purchase.

Whitman machines are today producing for tens of thousands of stock raisers the same ration produced by the first machine, a coarse crushed and split feed, without the grain being mashed but with the corn husk cut and shredded and the whole mixed to produce the corn ration that puts more flesh on the cattle and dollars in your pocket than any other corn ration ever produced by any machine.

We want to tell you more about this machine—we want to give you the facts about Whitman cattle feeding machines—facts that will save you money and make you money. Let us explain how the draw-cut of Whitman machines saves power—how a new department in our business has been established to save you money not to get you to spend it.

Let us send you these facts and go see a Whitman machine at our representative in your locality. Whitman machines are sold only by representatives as good as they are—the dealers in each locality—a man whose word you can trust. Write for full information today and send us the name of your dealer.



**The Whitman Agricultural Co.**

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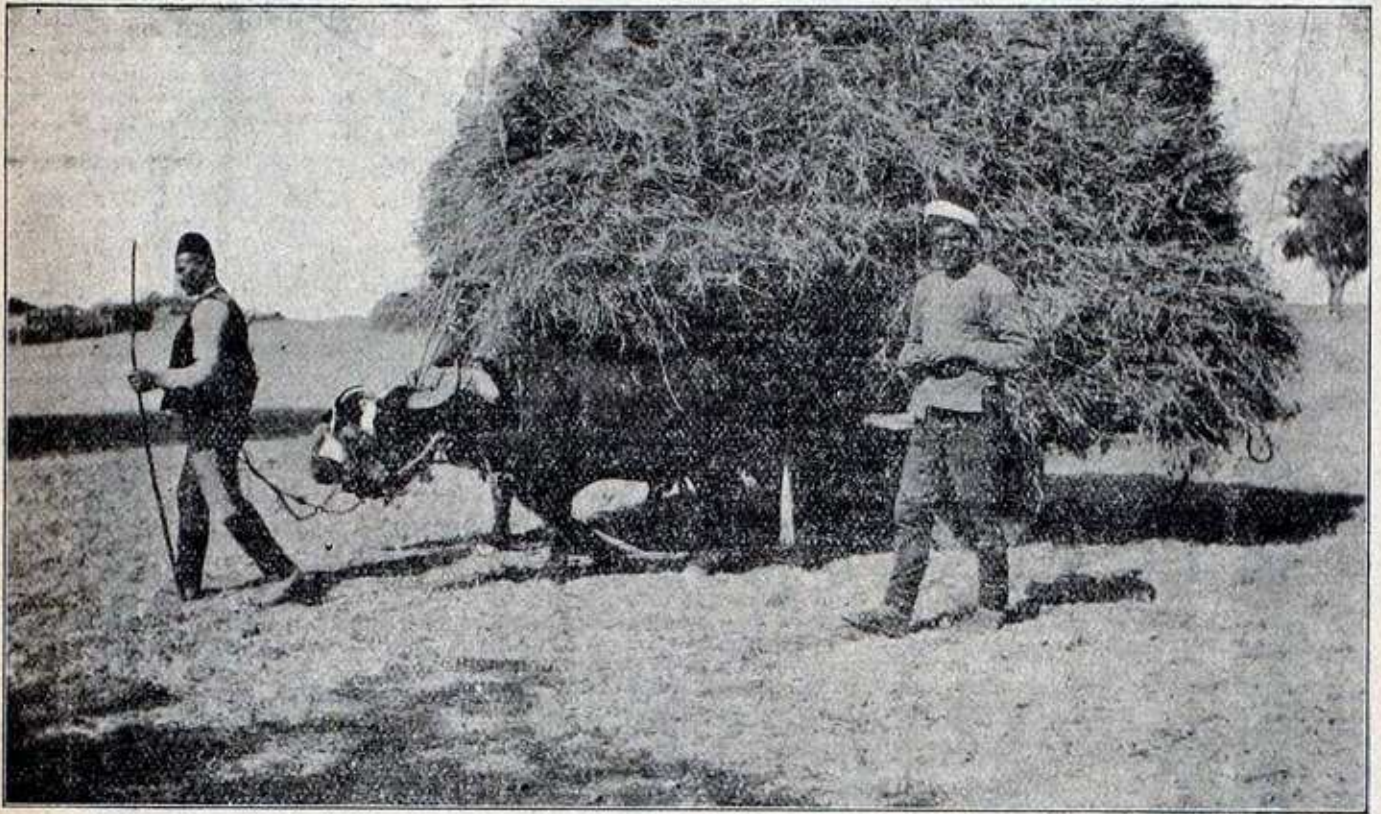
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### CONVEYING THE WHEAT TO THE THRESHING FLOOR.

good pasture for the flocks and herds at any time when it is not actually buried under snow. It is very nutritious, juicy, and it indicates that the same kind of crops which are cultivated on the plains of the American West are suitable for cultivation here.

One cannot help being struck with the abundance of vegetation of thorny or thistle type. These plants offer but little expanse of foliage for the evaporation of moisture. They are adapted to resist drought. It is probable that as a result of some scientific experiments plants can be found which will possess similar qualities and so produce profitably in a climate where rainfall is scanty.

One other feature of the wild vegetation that forcibly strikes a person is the number of little leguminous plants seen everywhere. These are of many different sorts, and they may be nature's way of replenishing and nourishing the soil. They certainly make it natural to suppose that cultivated legumes would produce to good advantage, and this is the case. Lentils, *nuhud* or chickpeas, beans of different kinds and colors, coarse peas, and to some extent alfalfa and clover are cultivated now. These staple leguminous vegetables furnish for the Turkish farmers a more wholesome and nourishing bill of fare than they are apt to realize. Alfalfa ought to have a good future in this country and it is cultivated to some extent. Alfalfa plants in my yard had shoots on them a foot long the first week in April this spring, and the roots were at least a yard deep.



This is essentially a farmer's country. There is very little in the way of manufactures. The mercantile business of the towns is chiefly for the purpose of supplying the farmers with what they need in exchange for the surplus products of the soil. Transportation business is all dependent upon agriculture in the main. The climate is beautiful and salubrious. 200 days of blue sky in the year is not uncommon. It is the same wonderful Mediterranean blue which is so famous. If the hills and mountains could be cared for they would in time be reafforested. This would increase the rainfall to some extent, and would still more increase the capacity of the soil to use its water to good advantage. One should not omit to say that at the present time irrigation is much employed where it is possible to draw the water from the streams and fountains of the hills upon the lands in the plains and valleys below. The way is open for a combination of dry farming and irrigation methods, and the introduction of fine American farm machinery. We are just at the dawn of a new era. Every American who is a Turcophile — and every American who speaks Turkish is a Turcophile — will be glad if his countrymen may share in agricultural development of this country. Our Lord made bread with which to feed the hungry. It seems to a missionary that those who may help the people of Turkey, many of whom are hungry, to get more and better food to eat will be doing work that our Lord will approve.

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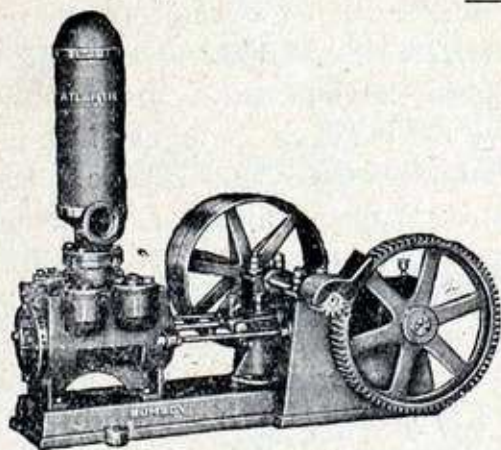


Figure 855

Fig. 855 représente notre POMPE HORIZONTALE A DOUBLE EFFET, une pompe de construction substantielle à bon marché. Elle a un grand débit et est propre pour l'usage général des maisons, hôtels, fabriques, etc., défiant toute concurrence. Le fait, que toutes ses parties intérieures sont très accessibles répondra aux besoins des personnes employant des pompes. Cette pompe est extrêmement populaire à travers le monde entier.

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## Etats-Unis et Turquie.

Article paru dans le *Levant Herald*.

Vous doutez-vous du chiffre des exportations de la Turquie en 1911? Certainement non. Nous allons donc vous le dire: plus de 500 millions. Sans doute, cela ne représente pas le dixième de ce que sera le mouvement économique de l'empire ottoman lorsqu'il aura atteint son plein développement. Mais c'est déjà un résultat, si l'on songe que sous l'ancien régime on n'atteignait même pas à la moitié de cette somme. Il n'est donc pas exact de prétendre que le nouveau régime n'a rien fait et qu'aucun changement n'est visible. Il serait injuste de le prétendre. Ce qu'il serait juste de dire, c'est qu'on aurait pu encore mieux faire. Pourtant ceux qui ne nient pas systématiquement les progrès accomplis n'ont à faire aucun effort pour reconnaître que, si on a marché lentement, on a pourtant marché. On a marché en dépit des difficultés de toute sorte que l'on a eu à surmonter, et suscitées par les ennemis du dedans et du dehors: révoltes, annexions, guerre. Car aucune épreuve n'a été épargnée au nouveau régime; les bâtons se sont multipliés dans les roues du char de l'Etat depuis qu'il en a pris les rênes. Et pourtant, malgré les cahots, il a avancé résolument. Qu'aurait-ce été si l'empire avait joui de la paix, si le pays avait été tranquille et ne s'était occupé que de ses affaires?

Ces 500 millions d'exportations dont nous parlons ne représentent que ce qui est passé par les douanes de l'empire; mais il faut présumer que tout n'y



a pas passé et que si on possédait une statistique générale on arriverait à un chiffre sensiblement plus élevé.

Et qui sont les principaux acheteurs de la Turquie ? L'Angleterre arrive en tête avec 136,294,298 francs. A notre grand étonnement nous trouvons les Etats-Unis au second rang. Nous basant sur les factures (certificats d'origine) consulaires américaines, nous les trouvons être acheteurs pour 103,255,478 francs.

En troisième rang vient la France avec 100,177,000 francs ; l'Allemagne suit avec 92,905,000 francs. Puis vient l'Italie et l'Autriche. Enfin les nations de petit mouvement.

La statistique que nous avons sous les yeux n'est point détaillée, et nous le regrettons ; nous aurions noté avec plaisir, pour l'édification de nos lecteurs, les principaux articles achetés par les Etats-Unis en Turquie ; nous reviendrons sur ce sujet dès que nous aurons pu nous renseigner à cet égard, car la question n'est pas sans intérêt, les lecteurs ne devant pas être moins étonnés que nous d'apprendre la place prise par les Etats-Unis dans le mouvement économique de la Turquie. Et leur étonnement va devenir plus grand quand nous leur aurons dit que tous les articles qui de Turquie s'acheminent vers les Etats-Unis ne figurent pas dans cette statistique, parce qu'ils y vont par des voies détournées. Le café, la soie, l'écume de mer, les éponges, les tapis, les fourrures, le mohair, la laine, l'huile d'olive, les noix, le fromage, etc., sont

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

**Constantinople Branch:**

## DEUTSCHE BANK Filiale Konstantinopel.

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

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

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

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

**SPECIAL ROOMS AND EVERY FACILITY FOR FOREIGNERS VISITING TURKEY.**

*Cable Address: "Deutbank", Constantinople.*

dans ce cas. Ils ne figurent pas dans les exportations directes, ainsi que les factures consulaires américaines le démontrent: ils vont pourtant aux Etats-Unis par d'assez grandes quantités. Diverses marchandises fort nombreuses sont embarquées ici pour Marseille, Gênes, Anvers, Rotterdam et d'autres ports, d'où elles sont réexpédiées aux Etats Unis. Mais aux douanes ottomanes, elles figurent comme exportations italiennes, françaises, belges, hollandaises, etc., et c'est autant de diminué dans le chiffre des exportations des Etats-Unis. Si ces articles entraient dans les statistiques des douanes de l'empire, peut-être les Etats-Unis enlèveraient-ils le premier rang à l'Angleterre ou en tous cas en approcheraient sensiblement.

Il convient d'ailleurs d'ajouter que ce n'est pas ce seul côté qui accuse une sensible accentuation des relations des Etats-Unis avec la Turquie; les sommes que les émigrants ottomans envoient annuellement d'Amérique en Turquie deviennent de plus en plus importantes et les dépenses que les touristes américains font chaque année en Turquie, dans la capitale notamment, atteignent un total qui n'est pas à dédaigner. Tout cela fait évidemment partie d'un ensemble qui prouve pour le présent et laisse entrevoir pour l'avenir, la part que les Etats-Unis entendent prendre à l'œuvre de régénération de la Turquie. Cette part était nulle sous l'ancien régime. Elle est déjà considérable quatre ans après l'établissement du régime nouveau. Preuve des sympathies américaines pour la Jeune Turquie.



# LA NEW-YORK

## COMPAGNIE D'ASSURANCE SUR LA VIE

### EXERCICE 1911

ASSURANCES NOUVELLES REGULARISÉES EN 1911 . . Fr.	913.904.853
Production la plus considérable qui ait été réalisée par une seule compagnie dans le monde entier en 1911	
ASSURANCES RÉGULARISÉES EN VIGUEUR . . . . . Fr.	10.894.163.029
MONTANT DE L'ACTIF . . . . . Fr.	3.548.378.388
MONTANT DU PASSIF LÉGAL . . . . . Fr.	3.011.523.375
FONDS DE RESERVE DE DIVIDENDES ET DE PRÉVOYANCE Fr.	536.855.013
TOTAL DES RECETTES DE L'EXERCICE . . . . . Fr.	583.910.552
TOTAL PAYÉ AUX DÉTENTEURS DE POLICES. . . . . Fr.	278.045.515
AVANCES AUX ASSURÉS AU COURS DE L'EXERCICE . . Fr.	130.110.337

Nombre de polices en vigueur 1.022.726

### OPERATIONS EN TURQUIE

ASSURANCES EN VIGUEUR: 7423 POLICES MONTANT à Fr. 50.479.411

Payé en 1911:

POUR DÉCÈS. . . . . Fr.	812.441,75
POUR POLICES MIXTES ARRIVÉES A TERME. . . . . Fr.	114.698,90

Dividendes payés en 1911 sur polices à participation annuelle  
émises en 1909; âge de l'assuré, 30 ans:

Vie entière, prime viagère 16,57%	} du montant de la prime annuelle
Vie entière, 20 primes . . 15,07%	
Mixte de 20 ans . . . . 12,51%	

Montant total  
des dividendes payés en 1911:  
**Fr. 47.985.320**

*Pour tous renseignements, s'adresser à la*

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



# FAIRBANKS

**Robinetterie et Outillage Américain.**

**Moteurs à gaz et à essence.**

**Organes de Transmission.**

**Poulies en tôle d'acier emboutie.**

**Fournitures Industrielles.**

*Livraisons immédiates du stock important à Hambourg.*

**The Fairbanks Co., New York and Hamburg 8.**

Représentants pour la Turquie: E. & J. SPRINGER Frères  
**STAMBOUL, CONSTANTINOPLE.**

## The Foreign Trade of the World.

John J. Macfarlane in a recent number of *Commercial America*, the monthly review of the *Philadelphia Commercial Museum*, gives some interesting data on the foreign trade of the world.

The value of the imports and exports of the four leading nations combined were greater in 1911 than in 1910. The imports were 337 million and the exports 475 million dollars more than in 1910, although the imports into the United States decreased thirty million dollars and the exports from France 19 million as shown in the following table:

	IMPORTS			EXPORTS		
	1910	1911	increase or decrease	1910	1911	increase or decrease
	Millions of Dollars			Millions of Dollars		
Great Britain . . . . .	2,793	2,812	+ 19	2,095	2,210	+ 115
Germany . . . . .	2,126	2,255	+ 129	1,778	1,928	+ 150
United States . . . . .	1,563	1,533	- 30	1,829	2,058	+ 229
France . . . . .	1,305	1,564	+ 259	1,178	1,159	- 19
Total increase	377			475		

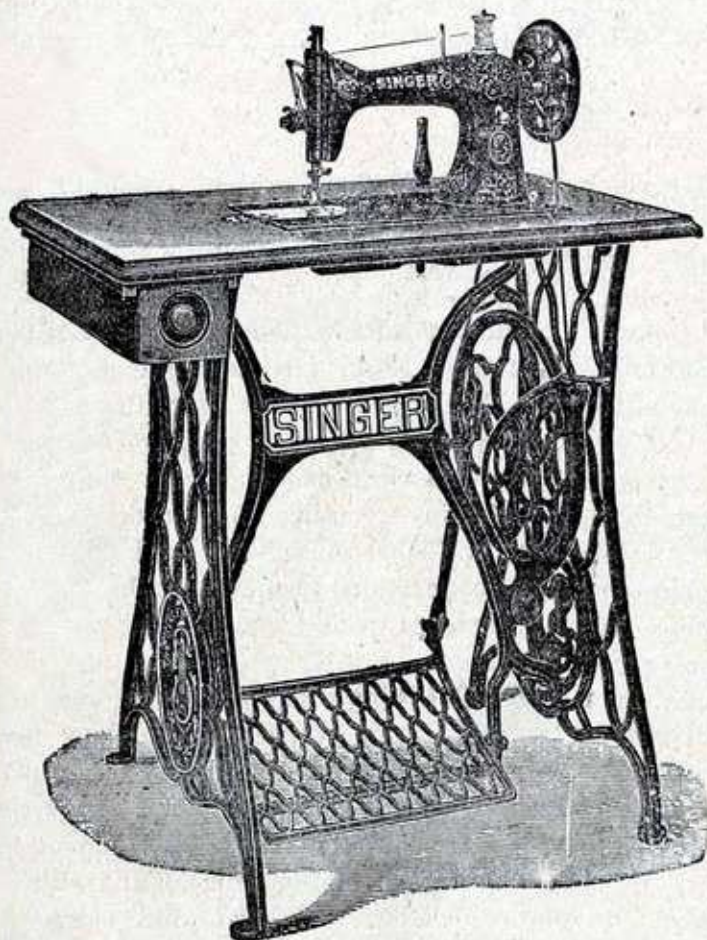
Thirty years ago the exports from Germany were valued at 758 million dollars and those from the United States at 749 million dollars, while those from Great Britain were valued at 1,163 million dollars or 400 million dollars more than either of the two countries.





# SINGER SEWING MACHINES

BEST THE WORLD OVER



Because of  
**PRESTIGE —**  
Best known everywhere

**PRICE —** Lowest, Quality considered

**TERMS —** Unequalled for Liberality

**QUALITY —** Due to Experience and superior Factory Facilities

**VARIETY —** For Family Use and all Industrial Purposes

**SINGER SEWING MACHINES** = To be had only in our own sales rooms or through our canvassers

**THE SINGER MANUFACTURING Co.**

*Every Singer*

Bears this



*Sewing Machine*

Trade Mark

— SHOPS EVERYWHERE —



## Smyrna Branch American Chamber of Commerce for the Levant.

### Board of Governors:

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



**CROPS: Barley.**— Arrivals of barley have already begun, but unfortunately owing to the insufficient rainfall we have had during the last five or six months, the prospects of the crop are not indeed very favorable. In the low lands the barley crop is very poor indeed although in the High Lands (Ouchak-Dinair) it is reported that the prospects are more favorable. I regret to have to report that locusts have this year made their appearance in our district and although the Government has taken stringent steps to exterminate or at least localize this plague, still in some parts it is reported that the locusts have done some damage, the extent of which, at the present moment, has not been yet ascertained. This damage does not only concern the barley crop, but all the standing crops.

The worst calamity which is deeply felt at present is that the Government has summoned to the colors the Army Reserves and in consequence of this there is a great scarcity of labor so that it is feared that in some districts the crops will be left untouched in the fields.

**Raisins.**— Notwithstanding the killing frost we experienced at the end of April, the prospects of the crop are looking rather favourable, and at present the total production is estimated to 38/40,000 tons. The stocks remaining from last year have been entirely exported with the exception of a small quantity of very low grades which is still in the hands of the brokers.

**Figs.**— In their present condition the trees have a satisfactory appearance and there are all the indications of a favorable crop, but it is yet too early to give any estimate of the yield.

**Business Relations with the United States.**— I am glad to report that since the beginning of this year, the imports into our markets have greatly increased, and if American manufacturers were more prompt in executing their orders, more easy in their transactions and stable in their connections I believe that the increase of business would have been more appreciable.

The following case has been reported to me: A very respectable English firm was for some years and up to lately representing as sole buyer an American typewriter firm through their foreign agent in Europe. Lately without reason and without notice the New York head office entrusted their agency for Smyrna to a foreign New York firm who has family connections in our city, and I understand that they have passed a contract with them to buy yearly 125 machines to be sold in Turkey.

The first shipment of 20 machines was effected but unfortunately the draft remained unpaid, and I understand that they are again coming back to their old agent. This state of affairs is indeed very discouraging to business houses, who really try to carry on their transactions in an earnest manner.

Respectfully submitted,  
THEO. S. BALTAZZI.

Smyrna, June 21, 1912



Oldest established firm in Turkey,  
Carpet Manufacturers in Asia Minor.

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

**SMYRNA**

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

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

**PROTOPAZZI BROS S. A. STASSINOPULO**

**LONDON E. C.**

**SMYRNA.**

Telegraphic Address:  
**PROTOPAZZI,**  
London.

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

Telegraphic Address:  
**STASSINOPULO,**  
Smyrna.

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



Codes :  
A. B. C. 5th Edition  
PRIVATE CODES.

**Ant. B. Hadjantony,**  
**SMYRNA, TURKEY.**

**Exporter and  
Commission  
Merchant.**

**DRIED FRUIT.**

Seeds and all sorts of Turkish produce.

Importer of American  
Manufactured goods.

**HERMAN A. HOLSTEIN**

Established : 1856

CONSTANTINOPLE

Stamboul, Allalemdji Han, 12-15,

Proprietor :

**CARL HOLSTEIN**

**EXPORTER**

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

## *Les Chaussures Américaines en Europe et en Orient.*

M. B. Olney Hough, Editeur de l'*American Exporter*, attire l'attention sur le progrès immense réalisé par les chaussures américaines en Europe et partout ailleurs et sur la renommée toujours croissante qu'elles ont acquise.

M. Hough écrivait de Londres, il y a presque quinze ans, à une revue de chaussures :

Qu'il y a des magasins à Londres où nos chaussures ne sont pas exposées, mais en général l'aspect des devantures est extrêmement satisfaisant pour tout Américain fier de nos produits manufacturés. A quelques exceptions près, tous les marchands fashionables des rues du West End, achètent, exposent, et ce qui plus est, vendent nos bottes et nos souliers."

Précisément à cette époque, un cri d'alarme s'était élevé en Angleterre contre l'invasion des chaussures américaines qui bientôt cessa, et un fabricant anglais avait dit à M. Hough.

"Vous autres, Américains, vous vous imaginez avoir conquis notre marché, parceque vous apercevez quelques unes de vos chaussures aux devantures de West End. En somme, votre négoce consiste en quelques misérables milliers de paires par an."

Depuis lors, ces quelques milliers ont atteint plusieurs centaines de mille et de nos jours les Etats Unis ont supplanté l'Angleterre qui était jadis le premier pays exportateur de chaussures.

L'exportation américaine de chaussures s'est durant ces 16 dernières années accrue au delà de 1000 %, et celle de l'Angleterre pendant la même période de 35 %. L'Amérique a pendant le cours de l'année financière se terminant le 30 juin 1911, exporté des chaussures



au nombre de 8,061,347 paires d'une valeur de \$ 13,746,842.

Nombreux sont ceux qui seront surpris de savoir que l'exportation des chaussures américaines n'est pas d'aussi récente date, qu'ils ont l'air de le croire. En 1788, cinq années après que les Etats-Unis se fussent érigés en nation indépendante, l'exportation de Lynn, Mass., à l'étranger, spécialement en Angleterre se montait à 100,000 paires par an. Même 25 ans après la colonisation de la Nouvelle Angleterre par les "Pilgrim Fathers" des chaussures commencèrent à être exportées, et un correspondant du *London Chronicle* écrivait en 1764 de Boston :

"A Lynn, les jolis pieds sont mieux chaussés qu'à Londres et les autres trouvent aussi de plus fortes semelles qu'on n'en trouverait chez vous."

De même qu'à Londres, on a établi des magasins de vente exclusifs à Paris, Berlin, Vienne et récemment à Rome et au Caire de sorte qu'ils sont devenus une nécessité. Le magasin dernièrement établi à Paris par la Hanan Shoe Company est une des attractions de Paris, non moins remarquable que les "American Shoe Stores" de Berlin et le nouveau magasin du *Walk Over Shoe* au Caire, conduit par M. Spiro Valescaki, membre de la *Chambre de Commerce Américaine du Levant* est une nouvelle conquête des chaussures américaines.

C'est six ans à peine que l'on a commencé à adopter les chaussures américaines à Constantinople et dans quelques autres villes de Turquie, vu la qualité inférieure et le prix élevé des chaussures en Orient.

Une comparaison des prix moyens des bottes et souliers exportés des Etats-Unis nous montre avec éloquence l'avenir qui est ouvert à cette bran-

## Les Fils de F. BALLADUR

SMYRNA

Established 1792

Telegraphic Address :  
"FRANBALDUR - Smyrna"

General Produce  
Export Merchants

*Dried Fruit a Speciality*

GENERAL AGENTS FOR  
THE COMMERCIAL CABLE COMPANY  
IN THE WHOLE OF TURKEY.

## ALFRED A. KEUN & CO.,

SMYRNA, TURKEY.

Cables: KEUNCO.

Opium of the highest test for manufacturing and druggists in the gum and desiccated, granular and powdered.

Galls, Gums, Valonia, Sumac and Licorice Roots.

Wools of every description, washed and greasy, for combing and filling.

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

Dry Fruit, Figs, Raisins and Olive Oil.



**M. & K. S. ZELVEIAN**

Oldest House in Mersine, Turkey

**EXPORTERS:**

Gum Tragacanth, Sesame, Wool,

Factory of Tahin

(Sesame Oil)

**IMPORTERS:**

Petroleum, Cotton Goods,

Oleo Oil and other American  
manufactures.**Pirocaco Brothers****SMYRNA, TURKEY.**Planters and  
Exporters of  
**TURKISH LEAF TOBACCO***Cable Address:***"PIROCACO", SMYRNA.**

che de l'industrie américaine, en Orient.

Le prix moyen est comme suit :

France . . . . .	\$ 3.21
Belgique . . . . .	3.07
Afrique Britannique . . . . .	2.36
Grande Bretagne . . . . .	2.17
Mexique . . . . .	2.10
Cuba . . . . .	1.16
Iles des Indes Occidentales . . . . .	1.05

A part les qualités supérieures qui sont actuellement vendues en Orient pour £ 1. et au dessus, nous pensons qu'il y aurait beaucoup de probabilités pour la qualité de 20 Francs, la quelle devant comporter 20 % de bénéfice, 6 % de fret, 16 % de droits et 2 ½ % d'assurance, coûterait \$ 2.25. De cette façon les chaussures de \$ 2.50 reviendraient à Ltq. 1 et celle de \$ 2 à 70 piastres. L'Orient nous est gagné et ce n'est plus qu'une question de temps que l'époque où l'on verra des magasins pour vente exclusive de chaussures américaines à Constantinople, Alexandrie et autres villes du Levant tout comme dans les capitales européennes et au Caire.

L'industrie indigène en Proche Orient ne laisse pas toujours à désirer quant à la façon, mais comme tout est fait à la main, on emploie du cuir mou, soit indigène, soit importé de France, qui chausse médiocrement et qui n'est pas imperméable par un temps humide ou de pluie, ce qui est une des qualités essentielles de nos chaussures, sans parler de leur forme élégante et de leur résistance. Quant à leur forme il est notoire que les chaussures de confection étrangère vendues en Orient sont une imitation de nos modèles, témoignage incontestable de la supériorité des chaussures américaines.



# LA FONTAINE BROS., LTD.

CAPITAL - - - £50,000.

(REGISTERED IN LONDON).

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Glass Manufacturers,  
Wholesale Druggists and Merchants,  
Rubber Shoe Dealers.

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HEAD OFFICE:—

**Gulbenkian Han, Stamboul, CONSTANTINOPLE.**

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Agencies in all the principal towns of the Interior.

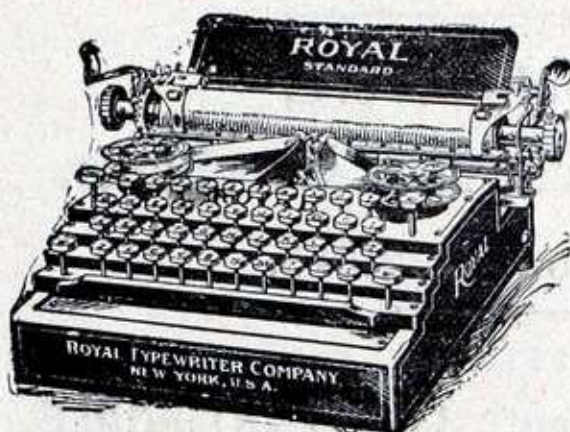
## Edward LA FONTAINE & Sons

(ESTABLISHED 1845),

**Commission Agents,  
Coal Merchants, Fire and Marine  
Insurance Agents, Shipping and  
Forwarding Agents.**



**KHOSROF KOUROUBALEKIAN**  
**GENERAL COMMISSION & CONSIGNMENT AGENT**  
**Buyuk Tunnel Han, Galata**  
**CONSTANTINOPLE.**



*Agent for*  
**Royal Standard** ❖❖  
❖❖❖❖❖ **Typewriter**

the simplest, strongest and most practical typewriter made. Used extensively by the U. S. Government.

Agent also for REED & BARTON, SILVERSMITHS, Taunton Massachusetts: Sterling Silver and Fine Silver Plated Wares,

**Hampartzoum**  
**Menzildjian & Co.**

**IMPORTERS**

**IRON, STEEL AND HARDWARE**  
**BUILDING MATERIAL, CARRIAGE SUPPLIES,**  
**AGRICULTURAL MACHINERY**  
**AND IMPLEMENTS.**

**Head Office:**  
**SIRKEDJI, CONSTANTINOPLE.**

**Branch Office:**  
**ADRIANOPLE, TURKEY.**

**PATRAS.**

(By Consul A. B. Cooke.)

Patras is the chief port and metropolis of western Greece. It has 40,000 inhabitants and is the commercial center and distributing point for the Peloponnesus and the Ionian Islands, representing a supporting country of well over 1,000,000 people. It is the center of the currant trade, which represents an annual business of \$12,000,000 to \$15,000,000. It also has large interests in olives, olive oil, citrons, wine, cheese and tobacco.

There are three lines of fast steamships from this port to New York direct, with a service more than once a week, the journey taking 14 days. The business of Patras is steadily growing, especially its outward trade to New York. Its import trade is also increasing, as indicated by the fact that the 1911 duties collected at this



# ASPEGREN & CO.

Produce Exchange, New York City.

SELLING AGENTS

for

Portsmouth Cotton Oil Refining Corporation,  
PORTSMOUTH, VIRGINIA.

SELLING AGENTS

for

Gulf & Valley Cotton Oil Company, Limited,  
NEW ORLEANS, LOUISIANA.

**Exporters**

**COTTON SEED OIL.**

**Brands :**

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

**Represented in :**

CONSTANTINOPLE,
SMYRNA,
SALONICA,
GALATZ (Roumania),
BELGRADE (Servia),
SOFIA (Bulgaria),
VALETTA (Malta),
ALEXANDRIA

We are the only American exporters of Cotton Seed Oil that guarantee full delivered weight at destination.

**WRITE FOR PARTICULARS.**



# DEUTSCHE ORIENTBANK A.G.

SOCIÉTÉ ANONYME ALLEMANDE

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

Fondée par

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

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

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

port on incoming merchandise were \$100,000 more than in 1910.

The business men of Patras are keenly alive to the interests of their city, and are taking steps to bring it into closer commercial relation with the outside world. One of the most notable recent measures was the reorganization in 1911 of the Chamber of Commerce of Patras. This Chamber had been in existence in its old form for more than 50 years, but its organization was not of such nature as to handle to the best advantage the problems of a growing and busy city. In 1911, therefore, through the zealous efforts of a small group of leading business men, the Chamber was reorganized along modern lines, with boards to handle the various questions that come before the city. It now consists of some 250 of the principal business and professional men, with rigid requirements for membership.

The Chamber has purchased and fitted up sumptuous quarters on the leading square of the city, consisting of committee rooms, luxurious reading rooms, a public hall, billiard rooms, a grill, and all other appointments of a modern club. In the reading rooms are the daily papers of five European countries, magazines, commercial journals, illustrated weeklies, and monthly periodicals from almost all quarters of the world.

The Chamber will take pleasure in giving any information with regard to Patras, its business, or the country which it represents. Letters addressed to "The President of the Chamber of Commerce, Patras," will receive prompt attention. The letters may be in English. Journals wishing to have their issues displayed in the reading rooms are invited to send them addressed "Reading Rooms, Chamber of Commerce, Patras, Greece."



# ANTOINE REGGIO & CO.

Established in 1844.

## SMYRNA, TURKEY.

Telegraphic Address:  
REGULUS, SMYRNA.

Private Codes and  
A. B. C. Code 5th Edition.

### GENERAL MERCHANTS

Packers and Exporters of Figs, Sultana Raisins,  
and Nuts.

Exporters of Opium, Drugs, Olive Oil, Oleaginous  
Seeds, and Rags.

Exporters of Barley, Beans, Oats, Maize.

Importers of New England Rum.

### Items from Aleppo, Syria.

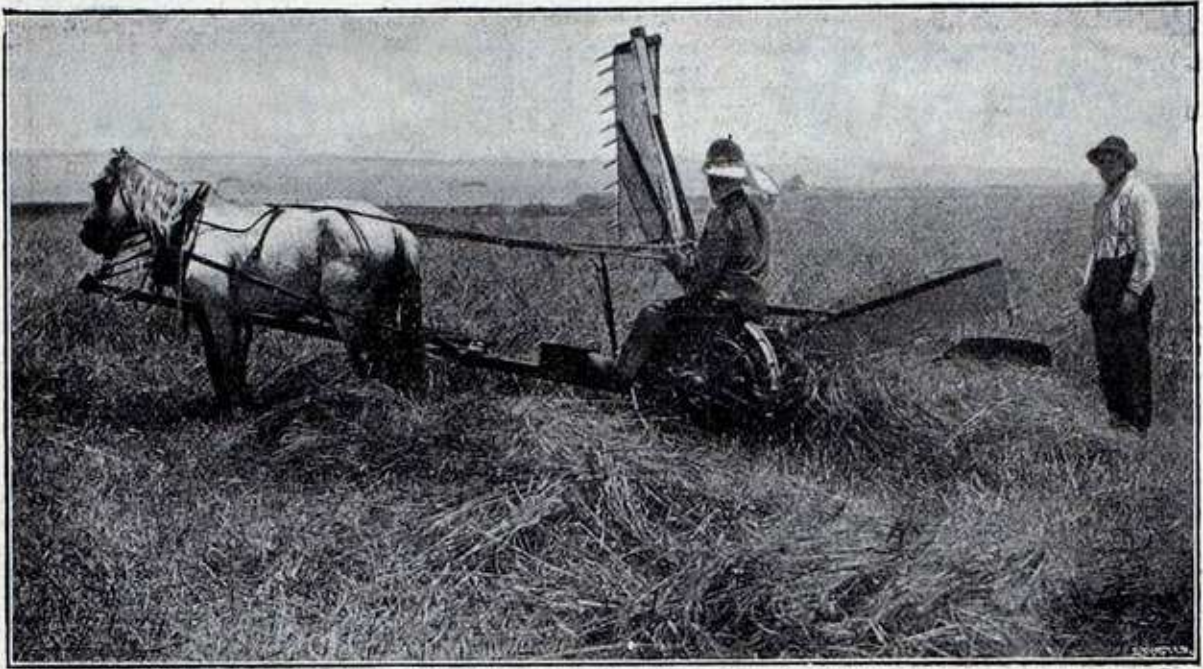
**Crops.**— Until the last of March the grain crops were very promising all over Northern Syria and Mesopotamia, but needed a last good rain. Unfortunately, however, during the first half of April no rain fell and an exceptional heat prevailed. This has caused much damage to the country and the prospects for the excellent crops which existed for this year have vanished and the fact is that we will have only mediocre ones.

**Flour** from different countries is now sold on the market here and the importation thereof will very probably continue to increase. Perhaps there is an opportunity for American millers to introduce their products not only in the Province of Aleppo but also all over Syria. Lately, an American firm sent to some commission houses in Aleppo small samples of flour of different grades with quotations per carloads f.o.b. New York. The packing was mentioned as being in barrels. It seems that no order whatever

has been given to the said American firm because the shipment in barrels was found inconvenient and inadequate and the minimum, a carload order, too much for a flour which has not yet been tried by the local consumers. Roumanian, French and Russian houses do not hesitate to accept orders for from 40 to 50 sacks. American firms desirous to introduce their brands on the Syrian markets should, also, in the beginning accept small orders and arrange to give quotations c.i.f. the Syrian ports for flour packed in double sacks (the inner one in fine jute) and weighing exactly 100 kilograms (lbs. 220.46), which weight is the regular one supplied by the other European concerns.

**Wool.**— The clipping has begun and it is supposed to be fair. Prices have within the last few weeks advanced from 7% to 8%, and this on account of orders passed by some firms in Beirut to their buying agents here. It is calculated that the 4/5 of the Syrian wool is bought either directly, or through London and Marseilles firms, by the United States. The wool ex-





REAPING IN PALESTINE.

ported from here is generally washed in cold water and packed in hand pressed bales weighing from 110 to 130 kilograms each (242.5—286.6 lbs.). Two grades

are sold, the Aleppo and the Orfa, the latter being considered a little superior to the former and invoiced a little higher. The two qualities are used in the United States especially for manufacturing carpets and mattresses. The wool can be bought in Aleppo with a guaranteed yield 90%, according to the Marseilles testing system.

**Pistachio-Nuts.**— The demand for these nuts from divers points as well as from the United States is steadily increasing. Prices have, in consequence, advanced. The batman (lbs. 7.04) is now worth in Aleppo and Aintab 65-66 current piasters (\$2.25-2.28). For the United States they are generally exported in tin boxes after having been salted and roasted. Proprietors in the producing centers encouraged by the excellent income given by the pistachio trees are making special efforts in planting new trees. The pistachio tree becomes as big as an ordinary olive tree or apple tree, and has a very long life. It requires not less than 8 years to begin to bear.

**Raisins and Figs.**— The districts of Antioch, Killis, Aintab and Marash, all

## CHACHATY BROTHERS

MERSINE, TURKEY.

Cable Address: **Chachaty, Mersine.**

### EXPORT:

GUM TRAGACANTH, SEEDS,  
YELLOW BERRIES,  
APRICOT KERNELS, TAHIN,  
WOOL AND GOAT SKINS.

### IMPORT:

AMERICAN OLEO OIL,  
LEATHER AND GENERAL  
MERCHANDISE.

**INSURANCE AGENTS.**



# National Bank of Turkey.

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ESTABLISHED 1909 BY IMPERIAL FIRMAN.

---

**CAPITAL - - £1,000,000 Sterling.**

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**Head Office: CONSTANTINOPLE (Kenadjian Han, Stamboul),**

**London Agency: 50, CORNHILL, E.C.**

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**ASIA MINOR.**

in this province, produce raisins and figs in abundance and some exports thereof are made to Egypt, Austria and Germany, and, from time to time to the United States. Although the qualities in general, are fair and some of the varieties as good as those of any other place, the packing industry is, however, entirely lacking, otherwise greater quantities of figs and raisins could be shipped to the United States. The day that the packing system is introduced in this country a new factor of resources will surely begin for the proprietors of vineyards and fig orchards.

**Tobacco.**— The higher regions in this province are considered to be very propitious for the culture of this plant, and this industry could be developed advantageously in several localities were it not for the restrictions imposed by the Regie des Tabacs de l'Empire Ottoman (Government monopoly). Whereas in the bordering province of Lattakia the culture of



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Fifth Edition, Western Union

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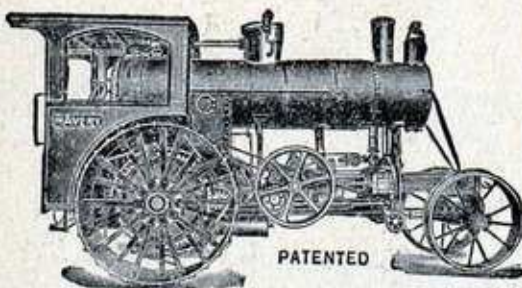
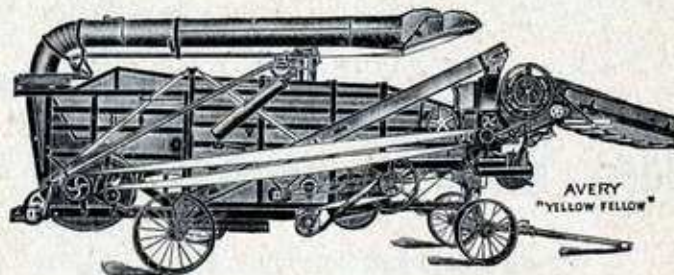
to all parts of the world of steam threshers, steam gang plows, traction engines, farm tractors, commercial trucks, heavy hauling cars, dump spreading cars, road rollers, steam shodals, cotton and corn planters, cultivators, stalk cutters, wagons and many other lines of

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tobacco is encouraged to the point of constituting one of the principal resources of the natives, the Vilayet of Aleppo produces only a portion of the tobacco needed for the local consumption. In the district of Aintab a very strong tobacco is raised and exported to Egypt. Last year, a shipment of the same was made to the United States and there is some hope that this trial will bring about further orders. It is said that the Aintab tobacco can advantageously be used as a cigar filler.

**Embroideries and Embroidered Handkerchiefs.** — The manufacture of embroideries and embroidered linen handkerchiefs is rapidly developing. A few years ago these articles were shipped exclusively to the United States whereas now important shipments are made to several countries of Europe. This industry owes its revival, to the initiative, zeal and philanthropic sentiments of two ladies of the American Mission, Mrs. Shepard, wife of Dr. Shepard, head of the American Hospital in Aintab, and the late Miss Corina Shattuck. This industry, starting from Aintab, the headquarters of the Mission, has rapidly spread all over the other cities, towns and villages of the province, and now constitutes the sustenance of thousands of poor women and girls.

**Banking and Financial Conditions.** Besides the Imperial Ottoman Bank and the Deutsche Orientbank which have correspondents here, there are several local banks which are doing business and are highly reputed. The present war has somewhat affected this place but no failures of any importance have taken place and the situation looks so far to be financially healthy.

Respectfully submitted,

LORENZO Y. MANACHY.

Aleppo, May 13, 1912.



**Advertising Rates in Levant Trade Review** until further notice are: 1/4 page \$3.50 per issue; 1/2 page \$6.00 per issue; 1 page \$10 per issue.



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**Imperial Ottoman Bank**





### ATHENS, UNIVERSITY

## American Trade in Greece.

By Dr. Hubert Banning.

The Kingdom of Greece has a population of 2,631,952 and an area of 25,014 sq. miles. Athens, the Capital has a population of 167,479 and is reached in 15 minutes by an electric railway from Piraeus, the second city of Greece with a population of 71,505 and the port of Athens. Patras, the third city of the Kingdom and chief port and commercial center of western Greece has a population of 37,724 according to the last census.

The fact that Greece has most excellent steamship connections with the United States and in view of the natural sympathy which the Greek people have towards America and everything American, to say nothing of the large amounts of money sent back every year by Greek emigrants who have sought their fortune under the American Eagle, would lead us to believe that articles of American origin and manufacture would find an excellent market in the Hellenic Kingdom. It is naturally very surprising under these conditions to find Greek-American trade so little developed and to find European manufacturers supplying the market where American articles could easily find favor if American manufacturers would only show more consideration and intelligence for the demands of Greek customers.



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Established in 1890

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

## BANKERS —

London County & Westminster Bank, Ltd., London.

On arriving at Athens, one would, at first sight, be inclined to think American trade better represented than is actually the case. The visitor at once sees typewriters, sewing machines, kodaks, agricultural machinery and hardware of American manufacture offered for sale in the shop windows, to say nothing of the attractive new store of the Starr Piano Co. on Stadium Street, but on coming into closer contact with the market one finds that the United States has a very small portion of the trade in comparison with certain European countries and with what the United States might have, if a little more effort and far-sightedness were shown on the part of American manufacturers. Greece being an agricultural country, like the other countries of the Levant, is in need of manufactured articles and offers a most excellent market for the same. But the greater part of these manufactures come from European countries who send their representatives to visit the local business men in person, extend them long credits and in general take more account of their demands.

The high duties on certain articles, to be sure, are one great drawback to some American articles which in other countries reign supreme, such as office and other furniture, shoes, etc., which cannot be imported on account of the prohibitive tariff. But in place of American shoes American leather is being imported in large quantities and is becoming more popular from day to day, and instead of office and other furniture there is certainly a good market for brass bedsteads of American manufacture if someone would only make an effort to introduce them. American machinery of all kinds is also



likely to meet with great favor and one of the largest importing houses in this line is about to send its representative to the United States to arrange terms with American firms. Cotton and cottonseed oil are also being imported in goodly quantities from the United States and oleo oil is about to be introduced. There is also an attempt being made to introduce American sugar which, it is thought, could easily supplant the Austrian, in view of its superior quality. There is also no reason why American cotton goods should not meet with favor in Greece, the only reason against the same being that some importers of sheetings are of English descent or origin and for very natural reasons are inclined to prefer the Manchester article.

As in other countries of the Levant a great many complaints are heard against the methods of American exporting houses in dealing with the Near Eastern market and many of the same are not without foundation. Leaving the old story about the extension of credits out of account, the fact remains that American manufacturers send out catalogs galore, enter into correspondence, give quotations, etc., but when the time comes for closing the transaction they show such an entire disregard for the demands of the customer and often such a woeful ignorance of conditions and sometimes of geography that the prospective customer becomes disgusted and the transaction again fails. In this regard I may cite one case to which my attention was called while at Athens. A certain local dealer desired to introduce fire-extinguishers of American manufacture and placed a trial order on condition that he would

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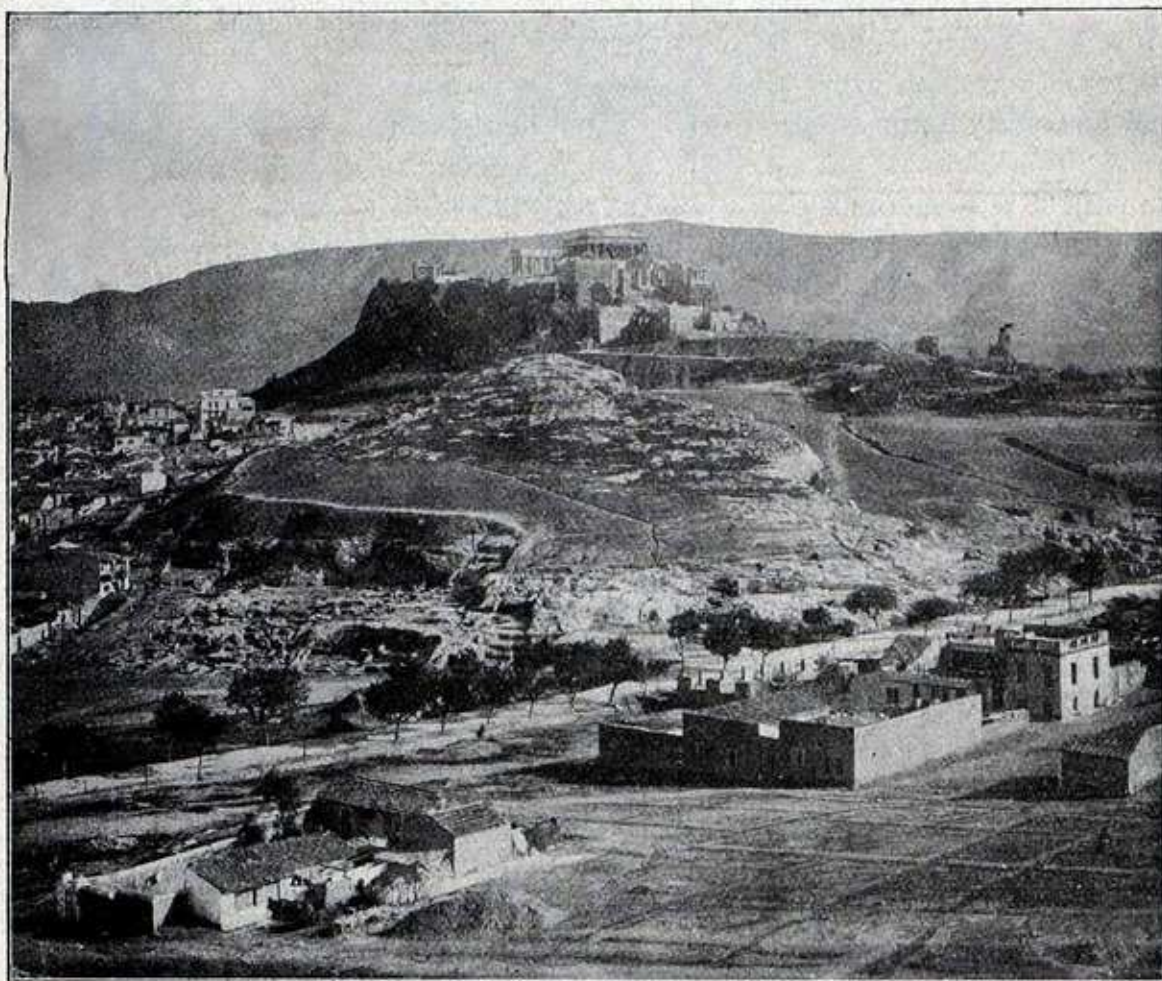
Installation of flour mills, machines for food products, oil extraction, briquette manufacturing, metal working, ice making, mineral waters, treating and transporting minerals.

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**ATHENS, ACROPOLIS.**

receive the exclusive agency, should the experiment prove successful. The American firm replied that the agent must first guarantee to sell at least 100 extinguishers a month as his London agent was doing. It is needless to say that the matter was dropped. Another large and well known American firm would be doing a good business in Greece, were it not for the insolent tone in which correspondence is carried on. As it is Greek merchants refuse to enter into dealings with the firm in question.

The chief exports from Greece to the United States are currants, olivee and olive oil, cheese, figs, tobacco, ores and marble. The chief center of the export trade is Patras, on which a separate article appears on page 56 of this issue of *Levant Trade Review*.

In this connection it is very pleasing to note the progress made by the *Chamber of Commerce of Patras*, the President of which, Mr. J. Caramandani is also a member of the *American Chamber of Commerce for the Levant*, whils its former President Mr. Fred B. Wood was the American Chamber's first member in Patras. Every American should certainly feel proud of the masterly way in which American interests are being looked after by Mr. Consul A. B. Cooke to whom great credit is due for the excellent and wide awake way in which things are being conducted.



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LESLIE & GODWIN (for Underwriting at LLOYD'S) . . . . .	London.
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ETC. ETC. ETC.

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CONSTANTINOPLE.

## **THE LEATHER TRADE OF GREECE.**

One of the most important articles in the Greek imports is leather the amount of which annually imported into Greece has increased considerably during recent years.

Up to 1906 there were considerable quantities of glazed kid and other leathers imported from the United States into this district. This trade was conducted mostly through European and American commission houses who did not understand the market and who were entirely indifferent to the demands of the Greek customers who were obliged to pay cash against documents in New York and who did not always find the goods to be as represented. This soon caused the American article to be discredited in this district, and had not some enterprising and aggressive manufacturers decided to deal directly with the Greek importers, American leather would have enjoyed little popularity even at this day. The result of these direct operations was that the Greek importers at once came to the conclusion that American leather and glazed kid were far superior to those of European makes and about 20% cheaper. From this time the imports of this article from the United States increased and are now about 12 times greater than they were in 1900. The demand for glazed kid is, however, steadily increasing as the same is rapidly displacing the heavier leathers such as box calf.

The French article is, however, in close competition with American glazed kid of which there are scarcely any importations as far as the colored varieties are concerned. American manufacturers have, strange to say, only managed to offer two colors suitable to the taste of the Greeks whereas the French have at least a dozen different shades on the local market.

In this connection it may not be amiss to say a few words on the question of payment facilities to be considered by American firms. Our few large leather merchants in whose hands the bulk of the business lies prefer the liberal terms of European houses. The merchants receive



the goods, examine if their orders have been executed properly and arrange for payments, either cash 50/60 days minus the discount or 4/5 months net, whereas American firms insist on payment against documents. This is of course a great drawback to American trade, as merchants limit their orders, being always under the

old fear of paying in advance for inferior articles. On the other hand, however, great care should be exercised in the matter of extending credits, but happily our market boasts of some first class reliable merchants amongst which is one old house making a yearly turnover of over 600,000 Francs in different kinds of upper leathers.

The imports of *Glazed Kid* into Greece for the years 1907-1911 are as follows:

		1907	1908	1909	1910	1911
France	Okes	3,803	3,811	4,086	4,086	6,726
United States	»	727	1,499	2,845	1,845	8,204
Other countries	»	7,069	10,434	10,954	15,023	22,985

**The Trade of Greece during 1911 was:** Imports: Francs 173,487,441; Exports: Francs 140,902,650; Total: Francs 314,390,092; Custom house fees received from same: Francs 40,812,652.

Greek trade shows a constant increase according to the official figures of the last 6 years:

		1906	1907	1908	1909	1910	1911
Imports	Fr.	144,636,162	149,067,753	154,633,041	137,549,244	160,536,471	173,487,441
Exports	»	123,525,906	117,620,197	110,713,003	101,686,905	144,571,070	147,902,651
Total	Fr.	268,162,068	266,687,950	265,346,044	239,236,149	305,107,541	314,300,092

The U. S. have had the following share in these figures:

		1906	1907	1908	1909	1910
Exports to Greece	Fr.	4,034,054	7,360,596	7,188,598	4,680,320	4,210,950
Imports from »	»	8,776,715	11,290,037	6,051,852	8,735,880	10,540,020

Respectfully submitted,  
J. M. SCHAFIRA.

Athens, May 20, 1912.

## “THE LEVANT HERALD”

(ESTABLISHED IN 1856.)

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

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New York Office:

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## ANNUAL DECLARED EXPORTS FROM ATHENS, GREECE TO THE UNITED STATES OF AMERICA.

ARTICLES.	1909 Dollars	1910 Dollars	1911 Dollars
Antiquities ... ..	—	—	375
Books ... ..	5,383	9,830	15,733
Bulbs ... ..	—	—	147
Butter ... ..	1,285	2,925	3,823
Caviar ... ..	5,515	8,685	12,197
Cheese ... ..	74,429	151,440	167,320
Chick peas ... ..	—	1,113	—
Church ornaments ... ..	—	561	624
Cotton goods ... ..	—	100	—
Currant jelly (with glucose) ... ..	—	—	462
Fish (salted) ... ..	969	8,559	1,321
Fruits & nuts :			
Almonds ... ..	—	—	307
Carobs ... ..	—	867	345
Citrons ... ..	—	—	41,171
Currants ... ..	—	109	102
Figs ... ..	565	1,103	29
Lemons ... ..	—	1,263	—
Maroons ... ..	—	235	258
Olives ... ..	9,940	36,773	41,588
Raisins ... ..	—	198	—
Walnuts ... ..	950	485	8,511
Halva ... ..	—	103	59
Honey ... ..	—	270	260
Macaroni (paste) ... ..	—	302	339
Emery stone ... ..	7,459	—	—
Marble ... ..	92,031	68,003	31,791
Marmalades ... ..	—	—	60
Medicines (patent) ... ..	—	—	107



Mineral waters ... ..	—	70	386
Octopus (fish) . . . . .	2,383	—	6,567
Oils :			
Olive (edible) ... ..	8,773	34,718	59,609
„ (machinery) . . . . .	26,752	10,839	3,856
„ (sulphur) .. . . .	4,921	125,090	100,975
Oregan ... ..	—	210	—
Ores :			
Chrome. ... ..	71,191	98,668	2,250
Copper . . . . .	41,490	—	—
Iron ... ..	6,535	120,630	23,683
Magnesite ... ..	35,089	46,793	40,873
Personal effects ... ..	737	4,731	326
Pickles ... ..	—	1,046	2,657
Pictures .. . . .	—	1,153	844
Preserves . . . . .	—	—	410
Pumice s'one .. . . .	—	1,625	2,171
Rosin ... ..	—	—	745
Rice. ... ..	—	—	77
Rugs, carpets .. . . .	846	4,420	230
Sardines .. . . .	—	—	1,001
Sesame (seed) .. . . .	—	—	154
Sheep casings .. . . .	1,197	1,969	3,078
Skins ... ..	38,278	82,252	80,367
Soap ... ..	—	292	165
Sponges .. . . .	31,296	35,529	37,978
Tobacco .. . . .	59,647	113,369	97,667
Type (printing) ... ..	—	—	511
Valonia .. . . .	—	207	—
Wines and liquors :			
Beverage spirits ... ..	36,359	46,462	42,104
Liquors (mastic, etc.) ... ..	5,712	14,832	23,909

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**Opium, Gum Tragacanth,**

**Carpets and Rugs, Wool,**

**Mohair, Furs, Skins.**



Wine .. .. .	4,791	4,393	3,711
All other articles .. .. .	5,611	1,107	863
Totals .. .. .	580,134	1,043,529	864,096

§

### ANNUAL DECLARED EXPORTS FROM PATRAS, GREECE TO THE UNITED STATES OF AMERICA.

ARTICLES.	1909 Dollars	1910 Dollars	1911 Dollars
Butter .. .. .	2,566	3,368	3,359
Cheese .. .. .	150,186	147,158	158,846
Citrons .. .. .	39,531	80,719	28,342
Currants .. .. .	1,254,855	1,392,547	1,609,627
Conserves .. .. .	—	1,267	1,585
Figs .. .. .	42,410	34,430	80,098
Glycerine .. .. .	4,733	—	—
Liqueurs .. .. .	6,157	5,269	7,444
Marble .. .. .	—	4,218	—
Nuts .. .. .	—	1,258	3,920
Olive oil .. .. .	115,423	136,696	121,651
Olives .. .. .	118,884	243,512	276,304
Peppers .. .. .	359	1,229	1,048
Salt fish .. .. .	—	1,563	2,005
Sulphur oil .. .. .	—	4,189	—
Sultanas .. .. .	—	47	2,118
Tobacco .. .. .	5,564	10,223	8,228
Wine .. .. .	3,771	4,239	5,154
All other articles .. .. .	24,882	6,005	11,201
Totals .. .. .	1,769,301	2,075,134	2,320,930

## Cotton Goods in Servia.

by U.S. Commercial Agent Ralph M. Odell.

**General Trade Conditions.**— In area and in the value of its foreign trade Servia is the smallest of the three Balkan States. The area of the country is 18,650 square miles, or about one-half that of the State of Indiana, and the population is 2,700,000. More than 80 per cent of the people are dependent on agriculture, and only about 350,000 live in towns. The principal products are corn, wheat, barley, oats, hemp, and plums and other fruits. The land is divided up into a number of small farms, the holdings of the peasants varying in size from 10 to 30 acres.

Servia has considerable mineral resources, including coal, copper, lead, gold, and silver, but the development of the mining industry has been retarded by lack of capital, the bad condition of the country roads, and the absence of an extensive system of railways. More than half the

copper output is purchased by the United States, the exports thereto in 1910 being valued at \$824,000. The mines now worked yield a good profit, and it is the opinion of experts who have visited the country that the field offers splendid opportunities to a company that will undertake to provide means of transportation and mine the copper by the most improved methods. Several small industries are carried on, the most important of which is flour milling. There are also breweries, sugar works, shoe factories, and several textile weaving mills. For the establishment of industries the Government grants concessions that provide for free land for building sites, exemption from customs duties on machinery and raw materials, reduced freight rates on railways, and the privilege of filling Government contracts at rates 10 per cent higher than the average. However, in spite of these privileges, development along industrial lines has been inconsiderable, and Servia remains primarily an agricultural country.



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Established in 1840

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General Import Commission House

dealing in

## Cotton Cloth & Cotton Yarn

and other leading articles

imported from abroad

into the Levant regions

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**Branches:** Cairo, Egypt,

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Represented in Manchester

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Belgrade, the capital, has a population of 85,000 and is the chief commercial center, the only other town of importance being Nisch, with 22,000 inhabitants. The Servian language is used throughout the country, but German is spoken by practically all the business men and merchants. The metric system was adopted in 1875 and has been in general use since 1883. The Servian dinar is equal in value to a franc (\$0.193).

**Servia's Foreign Trade.**—The total foreign trade of Servia in 1910 was valued at \$35,135,147, imports being \$16,146,258, and exports \$18,988,889. Of the imports Germany supplied 41.3 per cent, Austria-Hungary 19 per cent, the United Kingdom 13.49 per cent, Turkey 7.01 per cent, and Italy 4.30 per cent. Servia's principal customers are Turkey, Germany, Austria-Hungary, Belgium, Roumania, the United States, and Bulgaria, in the order named. Formerly Austria-Hungary had the bulk of the trade in both imports and exports, but owing chiefly to tariff controversies conditions have changed, and first position is now held by Germany. In 1905, for example, the imports from Austria-Hungary amounted to 60 per cent of the total, and the exports to Austria-Hungary 89 per cent, while the corresponding figures in 1910 were 19.07 and 18.11 per cent.

The value of the exports to the United States in 1910, as shown by consular invoices, was \$907,624, as compared with \$125,323 in 1906. Copper constitutes the bulk of the exports, other articles being plum jelly, regulus of antimony, and goatskins. Servian statistics give the value

of the imports from America in 1910 as \$202,250, but this includes only direct trade. As most of the American goods brought into Servia are purchased through German and Austrian agents the figures are misleading. Cottonseed oil is the chief article of American manufacture that finds a market in Servia. Since the lowering of the duty on this oil several years ago the total imports have increased considerably, the value being \$100,600 in 1910, as compared with only \$5,602 in 1907. Of the former amount only \$59,800 was credited to the United States, but it is safe to assume that at least 75 per cent of the oil imported originated in the United States. The present conventional rate of duty on cottonseed oil is 20 francs per 100 kilos (\$1.75 per 100 pounds) or only 2 francs per 100 kilos (\$0.175 per 100 pounds) higher than the rate on olive oil. Other American articles sold here are leather, sewing machines, lubricating oil, typewriters, office furniture, hardware, tools and kitchen utensils, cash registers, and boots and shoes. Several American automobiles have also been purchased, but the poor condition of the country roads and the streets in the towns do not make Servia a good field for the sale of motor cars.

The principal articles exported from Servia in 1910 were: Corn, \$4,381,073; wheat, \$2,496,257; barley, oats, and rye, \$1,102,816; live animals, \$1,936,257; dried plums, \$2,102,262; copper, \$1,596,217; animal products, \$1,347,381; hides and skins, \$708,171; preserved plums, \$568,699; eggs, \$443,336.

**Cotton-goods trade.**—Servia's imports consist mainly of manufactures, cotton goods being the leading item. The total imports and exports and the imports of cotton manufactures in recent years are shown in the following table:

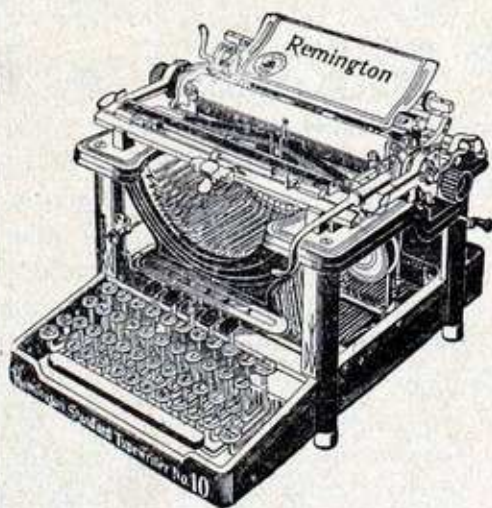
Trade.	1905	1906	1907	1908	1909	1910
Total imports	\$11,120,128	\$8,865,728	\$14,116,665	\$14,597,635	\$14,192,272	\$16,146,258
Total exports	14,399,254	14,320,819	16,011,406	15,005,572	17,945,479	18,988,889
Imports of cotton manufactures	1,656,807	1,548,830	2,902,559	2,596,693	2,159,180	2,980,726

Other textiles imported in 1910 were wool and woollen manufactures, valued at \$1,169,394 (mainly from Germany); silk manufactures, \$283,793 (from Germany, Switzerland, and Italy); linen goods, \$111,817 (from England and Germany).



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Kernels, Hemp, etc.

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CONSTANTINOPLE, TURKEY

**Classes of Goods in Demand.**—The classes of goods sold in Servia do not differ materially from those imported by Roumania and Bulgaria. Prints are used in summer and barchent and cotton flannels in winter, while gray and bleached goods and, to a less extent, oxfords are in demand throughout the year. In the statistics goods are classed according to construction rather than finish or color. The bulk of the cloth imported consists of fabrics weighing more than 120 grams per square meter and having up to 80 threads per square centimeter and fabrics weighing from 60 to 120 grams per square meter and having from 50 to 80 threads per square centimeter. Most of the gray sheetings (generally called "Americana") sold are made up like T cloths, with a colored heading. Merchants state, however, that the heading is not required and that the goods can be sold as readily without it.

Some of the gray sheetings are sold here under the name "cabot" and come from Manchester and from Italy. An English sheeting sold under this brand is furnished in widths of 27 to 36 inches, 35 to 40 yards per piece. It is 48 by 48 picks, and the 27-inch width is sold at wholesale here for 45 centimes (8.68 cents) per yard. Nearly all of the gray goods are heavily fil'd. English sheeting has been on the market for a long time, is well known, and is sold through agents who are in close touch with the trade.

**Bleached Goods.**—For a long time England also had a monopoly of the trade in bleached shirtings, but Austria-Hungary and Germany have recently become strong competitors, particularly in the finer grades. The term "madapollam" is used in Servia to designate a very wide variety of bleached goods and fine muslins. A very good seller along this line is 30 inches wide, 72 by 64 picks, with a stiff finish. It is put up in both narrow book fold and long fold, and the pieces usually contain either 30 to 40 yards or 30 meters. These goods are now being bought from England at 3½d. (7 cents) per yard f. o. b. Liverpool, while a cheaper quality is offered at 5 cents per yard. Both.



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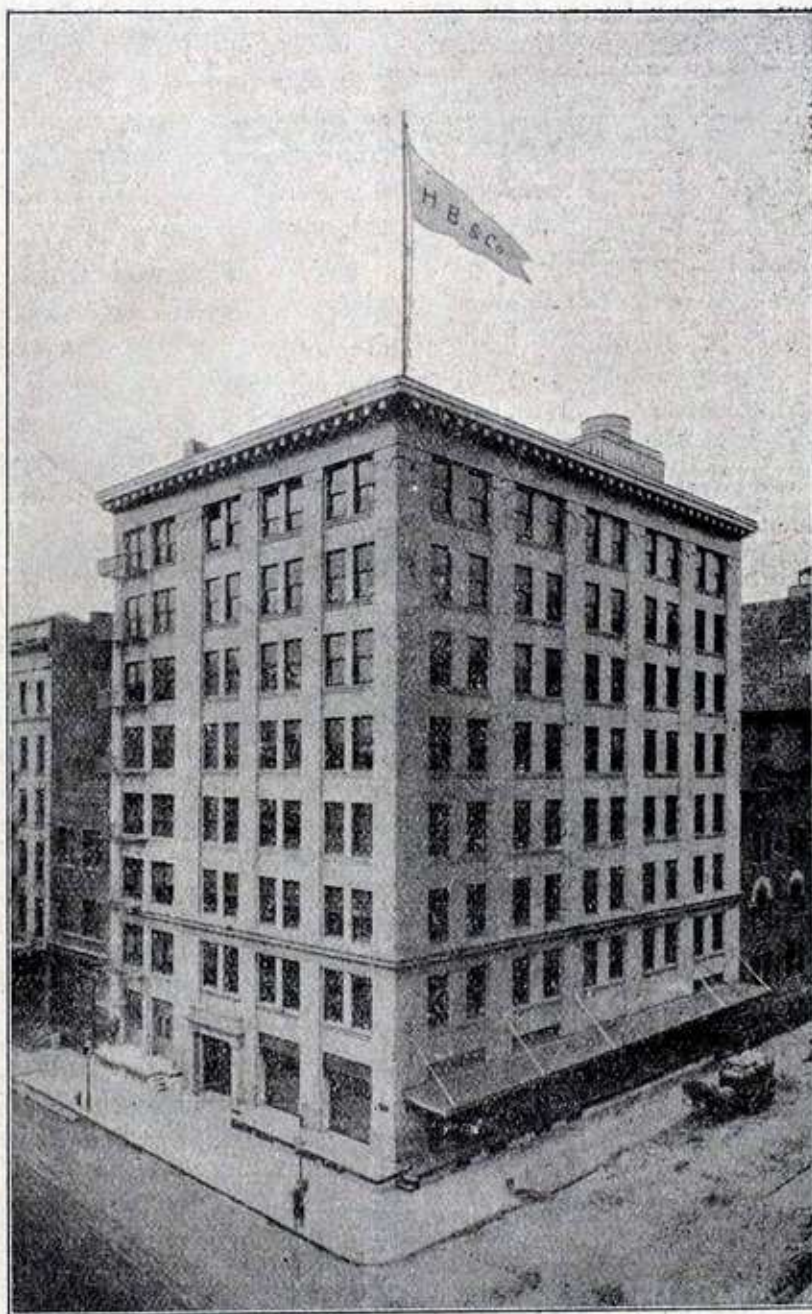
madapollam and the finer grades of bleached goods (called chiffon) are sold in various widths, but the 30, 32, and 36 inch are the most common. They are usually put up neatly and attractively, with two bands and with gilt lettering on the outside fold. Each piece comes wrapped in tissue paper with a heavy black glazed paper on the outside. They are packed in bales, ordinarily of 100 to 200 pieces.

There is a fairly good demand for wide bleached sheetings, or dowlahs, which come chiefly from Italy and Germany. The most popular construction is 56 by 48 picks, 150 centimeters (59 inches) wide, which is quoted at 90 centimes per meter (15.87 cents per yard) c. i. f. Belgrade. The goods also come in widths of 160, 180, 200 and 220 centimeters, or 63, 70.86, 78.74, and 85.6 inches. Tanjibs come mostly from England. They are always in 20-yard pieces, with three narrow stripes in gilt or red as a heading in the middle. The usual construction is 48 by 48 or 56 by 56 picks, 39 to 40 inches wide, and they are quoted at 5 and 6 cents per yard in Liverpool.

**Colored Goods.**— Prints constitute the chief colored goods imports, and though all of the competing nations share in the trade, England furnishes most of the cheaper qualities, which are the most widely sold. Switzerland and Italy also compete in this line, while Germany, Austria-Hungary and the Netherlands furnish the better grades. The tendency is toward the darker colors with little white showing, and dark blues and reds with small white dots or designs are very much in demand. Prints are always put up long fold, but they are folded three times before tacking. There is no standard length, but most of the pieces contain 34 to 40 yards; the cheaper grades are rather stiffly finished. While 28-inch prints are most common, the 30-inch width is also sold. The prices at which they are now bought vary from 3 cents per yard for the lower qualities to 7, 8, and 10 cents for the finer grades.

Samples that are forwarded will give a clear idea of the range of qualities used.





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Messrs. HABICHT, BRAUN & Co. are members of the *American Chamber of Commerce for the Levant.*



Flannels and barchent are second in importance to prints. The better grades come from Germany and England, while Italy supplies the cheaper qualities. The former are usually 70 centimeters (27.56 inches) wide and the latter from 57 to 58 centimeters (22.44 to 22.83 inches). The prices range from 38 to 45 centimes per meter (6.7 to 7.93 cents per yard) for the cheaper qualities to 50 to 80 centimes per meter (8.82 to 14.11 cents per yard) for the finer grades c. i. f. Belgrade. Barchent is also made in one of the native mills. There are 4 small weaving establishments in Servia, containing about 300 looms. The product is mainly coarse gray and bleached goods, but recently colored goods, stripes, oxfords, and barchent have been woven. The latter, of course, is made with dyed yarn, as there are no printing works in the country.

Oxfords and vichy cloths (fine gingham) are also sold here, England, Austria-Hungary, and Germany sharing in the trade. Other cotton goods imported are piqué, nankeen, creton, reps, velvets and corduroy, linings, handkerchiefs, bed and table covers, ready-made clothing, and underclothing and knit goods (mainly from Germany). The trade in any one of these lines, however, is small, and the fabrics already mentioned (gray and bleached goods, prints, flannels, barchent, and oxfords) are the main classes of goods purchased abroad.

**Selling Methods.**—Practically all of Servia's trade is centered in Belgrade, and the cotton-goods business is in the hands of less than a dozen large wholesale dealers there. These firms buy goods abroad and sell them through their own traveling men to small dealers throughout the country. All the principal manufacturers abroad have agents in Belgrade, who call frequently on the wholesalers, and, in general, look after the business of their firms. In addition traveling men visit Belgrade, twice each year, carrying a full line of samples. These men make their trips well in advance of the season. Orders for fall goods are taken in December and January and for spring

lines in June and July. German, Austrian, and Italian manufacturers usually quote prices c. i. f. Belgrade, while English quotations are usually f. o. b. Liverpool. A commission man in England usually packs and loads the goods, pays the freight from the mill to Liverpool, and extends 6 months' credit to the buyer. For his services he charges from  $6\frac{1}{2}$  to 7 per cent commission. Germans and Austrians give 6 months' credit, while Italian manufacturers not infrequently give 9 and 12

**No American Cotton Goods on the Market.**—No American cotton goods are on this market, and dealers stated that no attempt had ever been made to sell them. It is the opinion of the leading dealers that they can be sold, judging by the samples and prices of American cotton cloths that were shown them. To enter this market it is absolutely necessary to extend the same terms of credit (six months) that are offered by competing nations. It is impossible to do business on any other basis; in fact, the head of one firm stated that even if goods were offered at a slightly lower price for cash they would not attract the importers, because the latter are obliged to give long terms to customers in the retail trade.

While it is not advisable to extend credit promiscuously in Servia, there are certain firms which are not only able to meet their obligations, but which also enjoy the highest reputation for commercial integrity. With these men it is a matter of business, pure and simple. They say they are unwilling to advance cash for goods which are nearly two months en route and which they themselves must sell on terms 6, 8, and even 12 months before they get any return on their investment. Unless American manufacturers are willing to meet conditions as they exist here, it is doubtful if any appreciable amount of business can be done.

If a native agent were on the ground to represent the manufacturer and look after his interests in general the demand for credit could doubtless be met easily. However, a travelling representative



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**DIANA FIGS.**

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should visit Belgrade once or twice each year with a full line of samples. He could easily visit the chief commercial centers in Bulgaria, Roumania, Servia, Greece, and Turkey in one trip. Prices should be quoted c. i. f. Belgrade if possible, or c. i. f. Trieste or Fiume. The merchants here have no conception of what quotations f. o. b. New York mean, and it is very difficult to ascertain transportation charges for this side. It would also be an advantage to quote prices in francs per meter. While the bulk of the cloth comes in yard folds and is sold by England by the yard, the merchant sells by the meter, and it is more or less confusing to him to convert yards and cents to meters and centimes. Competition is rather keen in all lines, and everything possible should be done to make American goods attractive to the buyer. Quotations made in the method mentioned would undoubtedly be a strong factor in securing trade.

Indifference of American manufacturers to inquiries and to the development of their trade in Servia has caused some complaint here. One man, after writing a manufacturer of typewriters and securing prices, sent a remittance to cover the cost of a sample machine, with the intention of taking the agency for it in Servia. It was nine months before the typewriter reached him, the manufacturer's excuse for the delay being that the manager of the export department had been on a vacation. Another man stated that he had ordered an oil engine, sending cash in advance. The order was referred to an agent in London, who turned it over to another agent in Hamburg. The latter sent it on to an agent in Vienna, who in turn forwarded it to an agent in Budapest. It was more than four months before the order was filled. Other persons spoke of having ordered and received catalogues and prices of American goods which were accompanied by a letter expressing the hope that "we may receive a favorable reply;" but when the "favorable reply" was forwarded and an order placed the American manufacturer wrote that "we do not care to do business in Servia."



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## Visit to Salonica.

The Secretary, Dr. Hubert Banning visited the Honorary President, the President and the Secretary of the Salonica Branch of the *American Chamber of Commerce for the Levant* a few weeks ago and was given a very hearty reception. Despite the unfavorable situation caused by the war and certain other unsatisfactory conditions which acted as drawbacks to the development of the Salonica Branch, the latter has not only not lost ground, but has increased both its membership and its activity. This progress is in no small degree due to the efforts of the Secretary, Dr. Sylvan Brautman who has spared neither time nor fatigue in bringing the Branch up to the high standard of efficiency which it now possesses. The Chamber is certainly greatly indebted to Dr.

Brautman for his efforts in its behalf and with such men as himself among its officers, the Salonica Branch of the *American Chamber of Commerce for the Levant* cannot fail to prove a great success. Dr. Brautman is the leading dentist of Salonica, an enthusiastic American and hails from the University of Pennsylvania.

It is thought that Dr. Banning's visit to Salonica will contribute largely toward bringing about closer relations between the Salonica members and the central organization.

### Growth of the Chamber.—

When the last issue of *Levant Trade Review* was published the Chamber boasted of 443 members. Up to the time of going to press for the present issue the Chamber's membership has increased to 555 and is likely to keep on increasing.





Established: 1874.

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# SIDNEY NOWILL & C<sup>o</sup>


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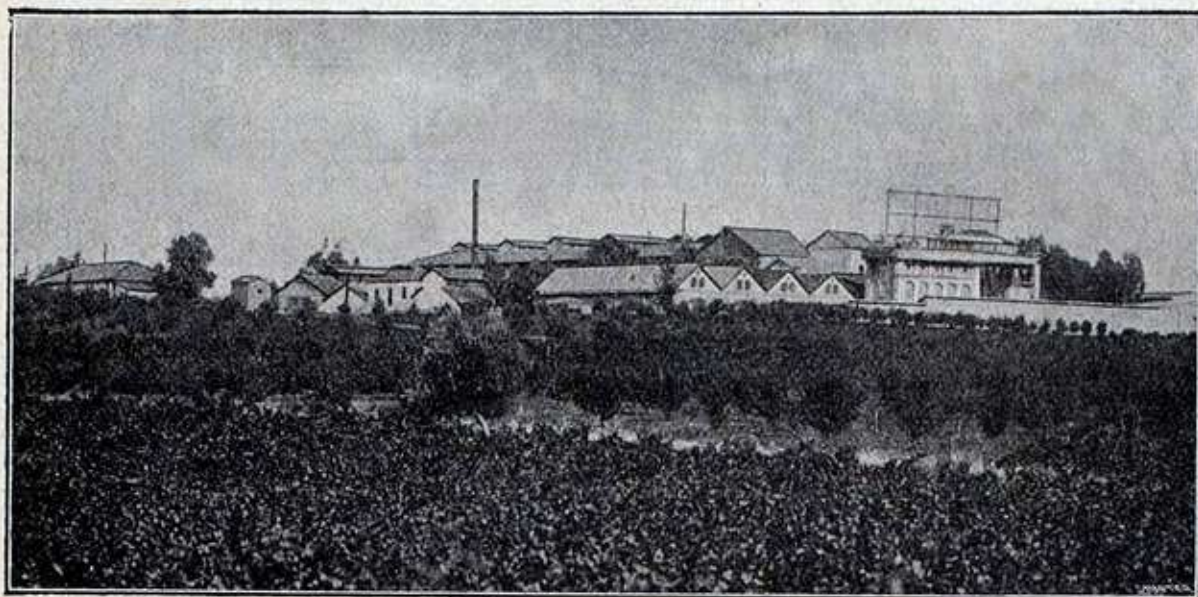


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WINE CELLARS OF BARON ROTHSCHILD IN RISHON, PALESTINE.

**Our British Bretheren** are celebrating their 25th Anniversary. The British Chamber of Commerce of Turkey was organized in the spring 1887. In commemoration of the event, its *Quarterly Trade Journal* for June, 1912 came out as a Jubilee number.

*The American Chamber of Commerce for the Levant* desires to add its hearty congratulations to those of others and to express the confident hope that the British Chamber of Commerce of Turkey may increase. With such men as Sir Adam Block at the head of it, its future cannot but be bright and inspiring.

British trade in Turkey occupies first place both in exports and imports. British shipping holds first rank in Turkish waters and ports. British preponderance, no matter where, means the open door and fair play. That is a policy worthy of a great, enlightened and justice loving nation fearing nothing and quite prepared to give the best man a chance to win. Being of the same disposition, while promoting American interests to the best of our abi-

lity, we shall hail British financial and commercial successes in Turkey and elsewhere with unadulterated satisfaction.

## Conditions in Konia.

The province of Konia has an area of 98,000 sq. meters and about a million inhabitants of which by far the greater part are Turks and who subsist principally by farming. The entire province is very fertile and the chief products are wheat, barley, opium, and, to some extent sesame. Farming is carried on in the old fashioned way and only in the course of the last few years have modern plows been introduced. The only agricultural machines now in use are reapers and these only to a very slight extent. For this reason the farmers are very often unable to reap the entire harvest when the crop is abundant, a large part of which is left to spoil in the snows and rains. In the time of the former governor Ferid Pasha, attempts were made by the Government to introduce steam threshers but without success and since then no further attempts have been made in this direction. Recently a German house has opened a place of business in this city for the sale of agricultural machines and has made a very good start.



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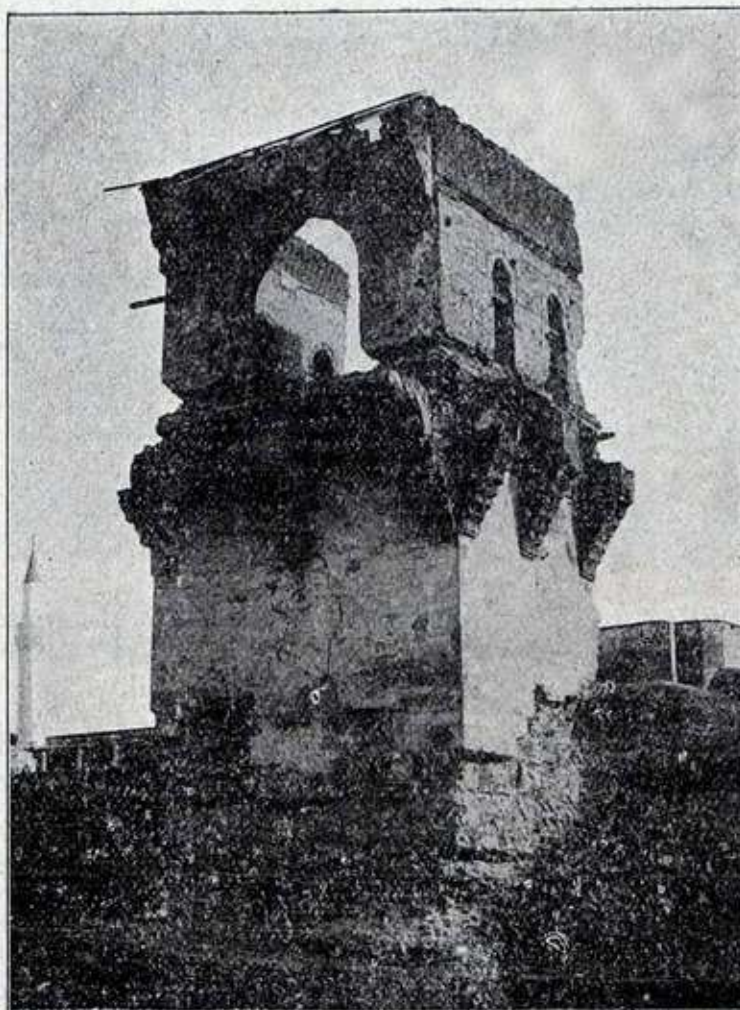
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KIOSK OF THE SELDJUKE, ALA ED-DIN, KONIA.

The great scheme for the irrigation of the plain of Konia is about to be completed and will cost the government Frs. 25,000,000. It will contribute greatly to the development of farming in this district and as Konia is as yet undeveloped, much is to be expected in this direction.

**Industries:**— The only industry existing in the country is that of carpet weaving which is very wide spread throughout the vilayet where there are about 4,000 looms employing 15/20,000 working girls. The greater part of these looms belong to the Oriental Carpet Manufacturers, Ltd., which exports in large quantities to Europe and the United States of America. Besides the carpet industry, pot-making might be mentioned as well as that of coarse cloths which are used by the peasants.

**Exportation:**— The chief exports of the vilayet are : grain, opium, goat skins, mohair, sheep and goats. The exportation of grain amounts to about 10,000 wagon-loads of about 15 tons, that of opium to 1,500 cases of 75 kilos, that of wool to about a million and that of mohair to about 300,000 okes. As the Vilayet has no immediate connection with Europe the entire exportation is done by way of Constantinople or Smyrna.

The chief **Imports** are : manufactured articles, hardware, cloths, leather, groceries, rubbers and agricultural implements. The markets of Smyrna and Constantinople furnish the country with its needs. As the vilayet has very little relation with the United States the only articles of American manufacture to be



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

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

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



found here are agricultural implements and rubber shoes.

The **City of Konia**, the ancient capital of the Seldjukes and present capital of the province is situated on a vast plain and has 60,000 inhabitants of which the greater part are Turks, the Greeks and Armenians numbering together about 67,000. The interior of the city resembles that of a large village, the majority of the houses being constructed out of a kind of earth called *kirpitch*. In the street leading to the station, however, there are some well built houses in stone. The streets are poorly paved and muddy in winter.

Among the ancient monuments the mosk of Alâ ed-Din, the Seldjuke may be mentioned as well as the turbeh of the revolving dervishes, the ruins of the kiosk of Alâ ed-Din and some monumental doors such as that of the Indjeh Minareh mosk. The interior of certain medressehs as well as the domes of the turbehs are inlaid with faïences of exquisite art as well as taste.

As to means of transportation there is, besides the numerous carriages a horse-car line belonging to the municipality. About an hour distant from Konia are the two suburbs, Sillé on the one hand and Meram on the other, in both of which places the government officials as well as the better situated inhabitants have their summer residences, although the means of communication with the city are very inadequate and a railroad is a great necessity. Such a road would be a profitable undertaking, since in addition to passengers, the stones from the quarries of Sillé would afford a sufficient amount of freight.

Respectfully submitted,  
Vayanos Frères.

Konia, May 23, 1912.

## Notes from Albania.

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

Confirming my statements in last letter which was published in the December issue of *Levant Trade Review* regarding articles of American manufacture and the

possibility of their introduction into this part of the Ottoman Empire, I take pleasure in informing you that since the establishment of the *American Chamber of Commerce for the Levant* several important business agreements have been entered into by New York houses and business men of this city and several articles of American manufacture have been successfully introduced, notably, cotton goods.

For a beginning and considering the distance and the time required in corresponding before terms can be agreed upon and that a month is necessary to receive an answer to a letter or an order, this state of affairs is very encouraging, and relations once established will go on of their own accord without much difficulty.

The conditions demanded by American business houses, namely confirmed credit at a London bank, were at first a drawback to American trade, local merchants being accustomed at the most to paying on receipt of bill of lading at a local bank, but nevertheless some trials have been made in accordance with the demands of the American firms and it would appear that both parties are satisfied, seeing that the orders have been renewed.

It is, however, hardly necessary to say that no transactions of great importance can be expected at the present moment seeing that the situation created by the Italo-Turkish war only allows local merchants to replenish their stock in small quantities and then only in articles of absolute necessity.

This state of affairs is not likely to last very long, however, and as soon as things return to their accustomed condition, there is every opportunity for the United States to capture a good share of the trade.

Meanwhile, the time is opportune to prepare the way for the introduction of such articles which would find a demand on the local market and qualities not yet introduced. Samples could be sent to advantage and the terms agreed upon, and, in a word, everything should be done to find new openings for articles of American manufacture.



# The Oriental Carpet Manufacturers Ltd.

**CAPITAL: £500,000 Sterling**

**Telegrams "TEZIAK"**

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**Head Office: SMYRNA**

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## **BRANCH OFFICES:**

**NEW YORK, Mohawk Bldg., 160 Fifth Avenue.**

**LONDON, 4, Newgate St. E. C.**

**PARIS, 5, Rue Gretry.**

**CONSTANTINOPLE.**

**CAIRO (EGYPT), Place Soliman Pacha.**

**ALEXANDRIA, 11, Rue Rosette.**

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*Manufacturers of all kinds of Turkey CARPETS  
& RUGS possessing factories & looms in over 30  
districts of ASIA MINOR.*



## The America Levant Line.

After many months of waiting *Levant Trade Review* is at last able to inform its readers that the much needed direct steamship line between the Levant and the United States has been definitely established.

The MacAndrews & Forbes Co., 111 Fifth Ave., New York, has decided to undertake this service and the first two steamers *River Meander* and *River Hermes* of 7,500 and 6,500 tons respectively will be delivered in about two weeks' time. This service once started, other steamers will be purchased, the money for the same being already laid aside.

The two steamers above mentioned, illustrations of which will appear in the September issue of *Levant Trade Review*, are fitted with electric lighting and other modern equipments and have accomodation for about a dozen first class passengers on each vessel.

The line has been called the *America-Levant Line* and will be operated for the time being under the British flag. The Eastern headquarters are at Smyrna. (T. Bowen Rees & Co.) As the trade increases additional steamers will be bought and it is proposed to have an additional service of feeders, i. e, smaller vessels covering the smaller ports and serving the transatlantic boats.

It is to be hoped that the service may be extended at a very early date so as to include Odessa, Batum, Burgas, Salonica, Beirut and others centers of trade as well as Alexandria should the latter port not be included at the start as was originally intended.

The *American Chamber of Commerce for the Levant* wishes every success to the new undertaking and will spare no efforts in supporting the new line which it is hoped, will soon be obliged to have sailings fortnightly and even oftener.

The MacAndrews and Forbes Company are large importers of Turkish and Caucasian licorice root and maintain offices, depots, hydraulic presses, etc., at Bagdad, Alexandretta, Smyrna and Batum. Being the oldest American concern operating in the Near East, they know well the markets at home and in the Levant and they have ample means to carry their present enterprise through successfully which they are firmly determined to do. They are members of the *American Chamber of Commerce for the Levant*.

The first steamers of the line will load at Smyrna for the United States and sail Sept. 30th for New York. As soon as a regular schedule of sailings has been adopted, it will be given due publicity. As yet the matter is not fully developed.

It would not be proper to conclude this article without recording the Chamber's appreciation of the efforts made in this connection by the American Consul General in Constantinople, Hon. G. Bie Ravndal to whose initiative and perseverance the success of the movement is largely due.



**Hon. W. Stanley Hollis**, American Consul General in Beirut, recently visited Constantinople. While here, Mr. Consul General Hollis gave evidence of his interest in the American Chamber of Commerce movement in the Levant and expressed the belief that the *Syrian American Chamber of Commerce* in Beirut would at an early date join the *American Chamber of Commerce for the Levant* as their aims and methods are identical. *Levant Trade Review* sincerely hopes that this union may speedily be effected.

Mr. Hollis stated to the Secretary of our Chamber who called to pay his respects that business is dull in Syria owing to the war. Nevertheless, the lace industry is rapidly developing, and unquestionably will become a national asset of importance. At present, the United States takes about \$500,000 of Turkish lace in a year. This amount will soon swell into a million dollars. Gradually, linen thread will become a factor in the industry. The Syrians are imitating Irish patterns.

The American Consular Service is to be congratulated upon having in it men of Mr. Hollis' experience and training. He started his consular career in 1889 as clerk in the Con-

sulate at Cape Town. After serving in South Africa until 1909, a period which covered the Boer War, Mr. Hollis was appointed to Dundee in Scotland. Here he became interested in lace making and made a study of it which now is proving a boon to the people of Syria.



Since the above lines were printed we are informed by wire from Beirut that the *Syrian American Chamber of Commerce* has joined the *American Chamber of Commerce for the Levant* and on this occasion the members of the Chamber unanimously extend their hearty congratulations to their friends in Beirut for the steps taken by them in effecting this union. The *American Chamber of Commerce for the Levant* trusts that this new event in its annals will work out to the ultimate good of everyone concerned and extends a very cordial welcome to its new members from Beirut. It cannot now be doubted that the efficiency of the American Chamber of Commerce movement in the Levant will be greatly increased by the bringing about of this union. *In union there is strength.*

## American Chamber of Commerce for the Levant. Beirut Branch

### Board of Governors :

W. STANLEY HOLLIS . . . . .	Honorary President.
. . . . .	President.
MICHEL B. AUDI . . . . .	Vice-President.
ALBERT PHARAON . . . . .	Treasurer.
JOSEPH B. AUDI . . . . .	Secretary.
ELIAS SABBAGH, FRANKLIN EVANS HOSKINS, MURAD } BAROUDI, L. MANASSEH. . . . . }	Directors.



## Salonica Branch

### American Chamber of Commerce for the Levant.

#### Officers :

JOHN E. KEHL . . . . .	Honorary President
SAM. SCIALOM . . . . .	President
EDMOND MAULWURF . . . . .	Vice President
SYLVAN BRAUTMAN . . . . .	Secretary
VICTOR SCIAKY . . . . .	Treasurer
MESSRS. IHNO BENSUSSAN, ABRAM, ERRERA, ISAAC IAHIEL, J. MODIANO, UGO MODIANO, VITAL OJALVO, N. SALTIEL, BAROUH SARFATI, HENRY TIANO, ALBERT MOSSERI . . . . .	Directors

Ni politiquement ni économiquement l'année 1911 n'a été favorable à l'Empire Ottoman. Le soulèvement des Malissores, l'épidémie du choléra dans presque tout le territoire Ottoman, la déclaration de la guerre de la part de l'Italie, suivie de soulèvements à l'intérieur et d'attentats à la dynamite contre les chemins de fer ont fortement réduit le commerce d'importation de la Turquie et particulièrement de la Macédoine ou la rivalité entre les divers éléments semble avoir atteint depuis quelque temps le plus haut degré de tension. Toutefois si nous confrontons le mouvement commercial de Macédoine pendant 1911 avec celui de quelques années écoulées, nous constatons néanmoins que si le commerce n'est pas du tout satisfaisant du moins il n'a pas rétrogradé. Cette situation relativement bonne a découlé des faits suivants :

1o. La suppression du *teskéré* (passeport pour l'intérieur), l'abolition de la part des autorités des mesures très désagréables vis-à-vis des voyageurs, l'émigration des sujets turcs pour l'Amérique, émigration qui raviva le mouvement de notre place, particulièrement à l'avantage des grandes villes où s'approvisionnent les populations de l'intérieur.

2o. Le "Standard of Life" plus élevé des villageois de l'intérieur. En effet, malgré qu'ils soient réfractaires au progrès, le désir d'un plus grand confort s'infiltrait partout et pénétre aussi dans les masses et grâce à lui les transactions commerciales se développent et actuellement l'usage du savon et du pétrole s'est introduit parmi les villageois, tandis que le premier article n'était pas connu et au lieu de pétrole on employait l'huile. C'est ce qui explique comment malgré les mauvaises récoltes et la difficulté de la situation politique de nos pays les transactions commerciales suivent leur cours avec une tranquillité relative.

Les banques aussi ont activé d'une façon intense le commerce de la Turquie. C'est ainsi qu'à Salonique et à Constantinople plusieurs établissements de banque accordèrent de larges crédits pour développer le commerce. Avant la Constitution il n'existait à Salonique que deux banques, soit la Banque de Salonique et la Banque Ottomane. Maintenant, il y a plusieurs établissements de banque. Le plus important pour le commerce et l'industrie est toujours la Banque de Salonique, puis viennent la Banque d'Athènes, la Banque d'Orient et la Banque Ottomane qui s'occupe presque exclusivement des affaires avec le Gouvernement. Dans ces derniers temps, à la suite du conflit turc-italien, et de la crise qui s'ensuivit dans notre région, les banques ont rétréci le crédit, mais on espère qu'une fois la paix conclue, un nouvel élan sera donné au développement de notre commerce.

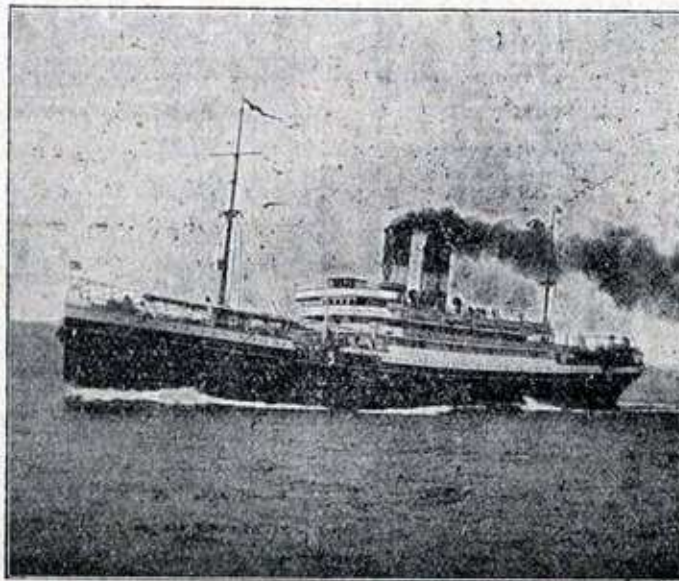
L'expulsion des Italiens résidant à Salonique a eu lieu sans incident, et n'a pas porté un grand préjudice au commerce, tous les magasins et bureaux des sujets Italiens étant restés ouverts et travaillant comme auparavant.

Respectfully submitted,  
Dr. SYLVAN BRAUTMAN,  
Secretary.

Salonica, July 11, 1912.



# Austro-Americana Line.



**S. S. MARTHA WASHINGTON.**

## **The shortest sea route between Constantinople and New York.**

Regular weekly Service via Patras (Greece) between Constantinople and New York, in conjunction with the **Achaia Steamship Co.** Weekly sailings every Wednesday from Constantinople. Accepting goods, cabin and steerage passengers from Constantinople to America at low rates.

Goods, parcels and baggage also accepted for the **UNITED STATES EXPRESS COMPANY**, insured against all risks, cleared through Customs and forwarded to all parts abroad.

*Agent for Constantinople:* **THEO. N. CURMUSI**, Harbor Master for the Argentine Republic, Agent for the United States Express Co.

Offices: On the Galata Quay, Tchimli Rihtim Han, Constantinople.



# SARANTIS FRÈRES

Galata, Omar Abid Han,

CONSTANTINOPLE.

*Representatives of first class firms  
in America and Europe.*

## IMPORTERS of

American Oleo Oil, Cottonseed Oil, and all kinds of Edible and Industrial Oils, Tallow and Greases.—French, American and Canadian Flour.—Provisions and Packed Goods. Rubber and Leather Goods. Boots and Shoes. All articles pertaining to Industries & Marine, etc.

## EXPORTERS of

Gums, Seeds and other products of the Turkish Empire.

First Class Trade References  
in Europe in America.

## Our New Secretary.

O. S. Heizer, Esquire, resigned as Secretary of the *American Chamber of Commerce for the Levant*, and the Chamber in its June Meeting elected Hubert Banning, Ph. D., to fill the vacancy. Even since the inception of the American Chamber of Commerce movement in the Levant, Mr. Heizer has been one of its most consistent and effective champions. The Chamber, therefore, accepted his resignation with keen regret, while acknowledging the reasonableness of the considerations advanced by the retiring Secretary who recently adopted the Consular Service as his career.

Dr. Banning, who on May 1st was engaged as Manager of *Levant Trade Review*, brings to his added duties in

the *American Chamber of Commerce for the Levant* very special attainments. Born and raised in New York City, he has in him the spirit of the commercial metropolis of America. As a student in Columbia University, however, he abandoned business for languages, especially those of semitic origin. His linguistic and historical researches which he continued after obtaining his diploma as Bachelor of Arts at Columbia University, carried him to Germany, and the University at Erlangen ultimately granted him the degree of Doctor of Philosophy with the predicate *magna cum laude*. Dr. Banning's work had drawn him into close touch with the literature, history, and general condition of the peoples of the Near East, and a bright day found him at the head of a Turkish High School in Beirut. This position did not afford him sufficient scope for his activities and he subsequently came to Constantinople to accept employment in the American Consulate-General. Here he became deeply interested in the commercial relations between the Levant and his native country, and last spring he severed his connection with the Consulate-General in order to take charge of *Levant Trade Review* and to devote himself entirely to the interests of the *American Chamber of Commerce for the Levant*. In pursuance of this purpose, Dr. Banning recently visited Egypt and Greece. During the coming autumn he hopes to undertake a tour of the Balkan States.

COMMITTEE ON PRINTING, PUBLICATION  
AND THE PRESS.

DR. LEWIS F. MIZZI,  
Chairman.



## U. S. LEADS IN MACHINERY.

The United States leads the world in the exportation of typewriters. In the single month of April its exports under that head exceeded \$1,000,000, compared with \$138,232 in April, 1897 while for the fiscal year ending June 30 the total will be about \$12,000,000, eight times as much as 1897.

This development is typical of many other delicately adjusted machines. Of cash registers the exports increased from \$813,096 in 1900, to \$3,500,000 in the current year; scales and balances from \$381,886 in 1897 to \$1,000,000; electrical appliances, \$3,631,759 in 1912, to \$11,000,000; sewing machines, \$3,340,241 in 1897, to \$10,000,000; printing presses, \$649,710 in 1897, to \$3,000,000; machinery of all kinds, \$29,442,884 in 1897, to approximately \$115,000,000 in 1912. These figures do not include automobiles, of which the year's exports will amount to about \$27,000,000; mowers and reapers, which will approximate \$20,000,000, and threshers, which will approximate \$4,000,000.

The supremacy of the United States in the exportation of typewriters, computing machines and cash registers is illustrated by the following table showing the exports of this class of machinery from the world's leading commercial nations in 1911:

United States . . . . .	\$15,268,557
Germany . . . . .	2,065,840
France . . . . .	421,319
United Kingdom (typewriters) . . . . .	131,814

Germany's exports consist mostly of computing machines, and are sent chiefly to Austria-Hungary and Rus-

sia, a very small proportion being sent to the United States. Most of the writing and computing machines from France are sent to Algeria, Germany and the United Kingdom, with smaller amounts to the United States and French colonies.



## THE COLUMBIA OTTOMAN SOCIETY.

(The following is the extract of a letter received from Mr. Khalil Totah, Secretary of the Columbia Ottoman Society).

I beg to acknowledge the receipt of the March issue of *Levant Trade Review* with thanks. Its contents are interesting and everybody who is interested in the Levant ought to be well informed on subjects such as your publication contains.

The decision mentioned on page 425 of *Levant Trade Review* of the Municipality of Adana to send, at its expense, a student to the Massachusetts Institute of Technology is admirable. May other municipalities follow its example! And may the government increase its number of students from all parts of the Empire.

Our Columbia Ottoman Society is now discussing the subject of education in the Empire. Professor Dutton is to lead a discussion of secondary education in Turkey. We all know that the Near East must be educated before it can succeed. Educational success is dependant on economic and industrial conditions. The *American Chamber of Commerce for the Levant* ought to be congratulated and encouraged. The efforts of such an organization create business and furnish employment for our educated men.

So long as the educated men of the Ottoman Empire emigrate for lack of decent and supporting employment, Western Asia will continue to suffer. It is not enough to educate our young men and women. We want to help them. We cannot help them unless we give them something to do. This is the chief concern of the Levant; it is to "hang on to its brains and utilize them."



## Le Congrès de Boston

Le cinquième Congrès International des Chambres de Commerce et des Associations Commerciales et Industrielles sera tenu à Boston du 24 au 28 Septembre prochain.

Ces congrès, qui mettent en rapport toutes les organisations commerciales du monde, ont une utilité incontestable et ont rendu déjà de réels services. Le premier s'est réuni à Liège en 1905 et de cette réunion est résulté la création d'un Comité Permanent et la décision qu'un Congrès aurait lieu chaque deux années.

Le second s'est tenu à Milan en 1906, le troisième à Prague en 1908 et le quatrième à Londres en 1910. Nous venons d'indiquer que c'est à Boston que se grouperont cette année les Délégués.

Le Comité Permanent a son siège à Bruxelles, 140 rue Royale; M. Louis Canon Legrand en est le Président.

Le Comité Permanent s'est réuni, en Juillet 1911, à Paris et il a admis, en principe, les questions à traiter. Elles sont au nombre de huit :

1) Etablir une cour permanente internationale de justice et d'arbitrage composée de juges représentant les différents systèmes judiciaires du monde et capable d'assurer une continuité de jurisprudence et d'arbitrage.

2) Unification des législations sur le chèque.

3) Réformes postales internationales en vue de la prochaine conférence de 1913 de l'Union postale Universelle.

4) Formation immédiate d'un bureau international de statistique commerciale.

5) Préparation d'un programme d'une Union maritime Internationale.

6) Règlement pour les expositions.

7) Entente internationale entre les banques d'émission.

8) Désir de voir supprimer les mesures d'exception prises contre des commerçants étrangers par suite de leur religion.

Le Comité permanent, qui se réunira fin Juin à Bruxelles, pourra étudier d'autres questions qui lui seraient présentées et les ajouter au programme s'il le juge utile.

Un vapeur spécial, arrivant à Boston le 23 Septembre, sera mis à la disposition des Délégués et le prix du passage sera très réduit. On l'évalue de 900 à 1.250 fr. aller et retour.

Dans les Etats-Unis, les voyages seront gratuits et les Délégués n'auront à supporter que leurs frais personnels d'hôtel et les extras. Par conséquent, ce magnifique voyage, dans lequel, en outre des travaux si attachants, les réceptions, les fêtes, les visites de villes, les divertissements de toute sorte seront si nombreux, coûtera beaucoup moins cher que le même parcours effectué dans les conditions ordinaires.



**Mr. Leon Chirin**, an American engineer with offices at Kenadjian Han, Stamboul, Constantinople, has proved to be a most valuable member of the *American Chamber of Commerce for the Levant*. Mr. Chirin takes a very active interest in everything which concerns the Chamber's welfare and the maps appearing on pages 60, 105, and 146 of Vol. 1 of *Levant Trade Review* were especially prepared by him for the Chamber.

*Levant Trade Review* takes this opportunity of extending to Mr. Chirin its very cordial thanks of expressing its very deep appreciation of his efforts.



### La Chambre de Commerce Française de Constantinople a

récemment célébré son 25<sup>me</sup> anniversaire et à cette occasion a publié un numéro spécial illustré de la *Revue Commerciale du Levant*, plein de renseignements intéressants, tant commerciaux qu'historiques. La Chambre de Commerce Française est la plus ancienne et la plus florissante de son genre en Orient. Son succès est dû en grande partie à l'activité et à l'urbanité de son distingué Président M. Ernest Giraud auquel en sa qualité de Nestor et de pionnier émérite, nous nous faisons un honneur de présenter nos félicitations les plus cordiales.



*THE NEAR EAST* recently published its anniversary number and in this connection it may not be amiss to say a few words of appreciation of our esteemed contemporary. *Levant Trade Review* congratulates *The Near East* for the great success which it has attained since having started on its present lines a little more than a year ago and for its steadily increasing circulation. As a weekly paper with political, literary and financial articles on the countries of the Levant it is without a rival and both the quality of its articles as well as its entire "get up" cannot fail to attract all persons interested in the subjects above referred to.



**A Correction.**—Mr. J. M. Schapira of Athens writes the following to *Levant Trade Review*: My last report, I regret to say, included erroneous figures as regards the production of currant jelly, due to an error in the official returns. The same should read: Production of marmelade in 1911, 4,542 kilos.

### PERSONALIA.

E. A. Raymond, President of the of the Vantine Company of New York, represented in Smyrna by W. Griffitt & Co. and in Constantinople by Ihmsen & Co., passed through the Capital on his way home. Mr. Raymond is deeply interested in American foreign relations and warmly approves of the organization of the *American Chamber of Commerce for the Levant*.



H. S. Chipman of Chipman Ltd., 8-10 Bridge Street, New York, has been on a visit to the Levant with a view to opening up relations. At present Chipman Ltd. is particularly engaged in exportation and shipping to Australia and South America. Messrs. Chipman Ltd. have joined the *American Chamber of Commerce for the Levant*.



Albert R. Mackusick, one of Boston's progressive lawyers, has been spending a portion of his honeymoon in the Near East and has incidentally become interested in the *American Chamber of Commerce for the Levant*. It is his intention to organize a Branch of it in Boston and thus bring "America's Athens" in closer touch with the commercial revival in the Eastern Mediterranean and Black Sea countries. In these efforts, he will undoubtedly be powerfully supported by His Honor, the Mayor of Boston (the honorable John F. Fitzgerald) who is one of the honorary members of the *American Chamber of Commerce for the Levant*.



David Hill, the successor of the late Mr. Ross as Parke, Davis & Co.'s travelling representative in the Levant, has finished his initial in-



spection of his field and returned to England. He will come back in the autumn. In the meantime, dealers in the Levant in pharmaceutical products may address Parke, Davis & Co., Beak Street, Regent Street, London, W., England.

§

Themis G. Psaki, special representative in the Levant of several leading American cotton goods manufacturers, is leaving shortly for New York after a most successful campaign. An interesting report by Mr. Psaki from Crete appears in the present issue of *Levant Trade Review*. We hope Mr. Psaki will soon return to the Levant where he has made numerous friends.

§

Rudolph A. Loewenthal, Treasurer U. S. Rubber Reclaiming Works, 277 Broadway, New York, passed through Constantinople on his way home from Russia. His firm does considerable business with both Russia and Turkey.

§

Charles M. R. Haeske of the Studebaker Corporation, South Bend, Indiana, has left for the United States after making preliminary arrangements for future business on an extensive scale in the Levant. A late distinguished Senator from Indiana was familiarly known as "the tall Sycamore of the Wabash". This name by unanimous consent has been inherited by Mr. Haeske. Everybody out here agrees that he carries his honors with becoming dignity.

§

J.G. Gash, Manager of the American Cotton Oil Company, has been on a visit to the Near East. Mr. Gash expressed himself as deeply interested in the *American Chamber of Commerce for the Levant* and will lend

his influence and energy to the formation in New York of a Branch of the Chamber.

§

Oscar S. Schmidt, European representative of Mittag and Volger, Inc., Park Ridge, N. Y., manufacturers of typewriters supplies, called on the Secretary of the *American Chamber of Commerce for the Levant*, when recently in Constantinople where he made preliminary arrangements for introducing the line of goods above referred to.

§

Among American Consular officers who recently have been seen in the Ottoman Capital may be mentioned: Consul-General Hollis, Beirut; Consul Davis, Batoum; Consul Northrup, Trebizond; Consul Nathan, Mersine; Vice-Consul-General Dye, Smyrna; Deputy Consul-General Wilkinson, Smyrna.

§

### BOOKS RECEIVED.

American Exporter's *Export Trade Directory*, 1912-13 compiled under the supervision of, and with explanatory notes to the various sections by B. Olney Hough, Editor, American Exporter. Published by the Johnston Export Publishing Co., 135 William St., New York, 1912.

*Elementary Lessons in Exporting and Exporter's Gazetteer of the World* by B. Olney Hough. Published by the Johnston Export Publishing Co., 135 William St., New York, 1909.

§

**Off to Boston.**— It is understood that Mr. Consul-General Ravnald plans to attend the International Congress of Chambers of Commerce in Boston, Sept. 24-28 and that he will probably sail from Piraeus Sept. 8th.



## HONORARY MEMBERS.

SULEIMAN EFF. BUSTANI, Beirut,  
Syria, Senator of the Ottoman Empire.  
A. L. M. GOTTSCHALK, No 4 Trafalgar  
Square, London, England, American  
Consul General at Large, Middle East  
and Africa District.  
JOHN F. FITZGERALD, Boston, Mayor.  
JOHN M. CARSON, Washington, Ex-  
Chief, Bureau of Manufactures, De-  
partment of Commerce and Labor.  
GEORGE W. SHELDON, Chicago, Pre-  
sident, National Business League of  
America.

DUDLEY BARTLETT, Philadelphia,  
Chief, Foreign Trade Bureau, Phila-  
delphia Commercial Museum.  
W. M. BENNEY, New York, Manager,  
Foreign Department, National Asso-  
ciation of Manufacturers of the United  
States of America.  
B. OLNEY HOUGH, New York, Editor,  
"American Exporter."  
EDWARD NEVILLE VOSE, New York,  
Editor, "Dun's International Review."



### "Levant Trade Review" Correspondents.

ACRE . . . . .	CHAFIK BEYDOUN.
ALEPPO . . . . .	LORENZO Y. MANACHY.
ALEXANDRIA (Egypt) . . . . .	FRANCIS L. ROMEO.
ATHENS (Greece) . . . . .	J. M. SCHAPIRA.
BAGDAD . . . . .	JAMES SCOTT LEVACK.
BATOUM (Russia) . . . . .	EMERIO MATTIEVICH.
BELGRADE (Servia) . . . . .	SAMUEL WEISS.
BEIRUT . . . . .	JOSEPH B. AUDI.
BRAILA (Roumania) . . . . .	ANTHONY THEODORIDI.
BRUSSA . . . . .	THEO. A. BALDWIN.
BUCHAREST . . . . .	JEAN HAUSER.
CAIRO (Egypt) . . . . .	P. N. MACDONALD, G. J. SASSINE.
DARDANELLES . . . . .	F. R. J. CALVERT.
HARPUT . . . . .	GEORGE GHEVOND.
JANINA (Albania) . . . . .	A. PHILIPPOU.
JERUSALEM . . . . .	ALTER LEVIN.
KONIA . . . . .	VAYANOS FRÈRES.
LARNACA (Cyprus) . . . . .	P. J. LOUISIDES.
MERSINE . . . . .	DEMOSTHENES LYKIARDOPOULOS.
ODESSA (Russia) . . . . .	J. ST. VINCENT CORCORAN.
PATRAS (Greece) . . . . .	FRED B. WOOD.
PHILIPPOLIS (Bulgaria) . . . . .	
SALONICA . . . . .	DR. SYLVAN BRAUTMANN.
SAMSOUN . . . . .	WILLIAM PETER.
SMYRNA . . . . .	THEO. S. BALTAZZI.
TEHERAN (Persia) . . . . .	JOHN TYLER.
TREBIZOND . . . . .	ISAIAH MONTESANTO.
VALETTA (Malta) . . . . .	H. W. PARNIS ENGLAND.



# CLASSIFIED LIST OF MEMBERS

## American Chamber of Commerce for the Levant

(PLEASE REPORT ANY INACCURACIES TO THE SECRETARY).

### Advertising Agencies.

Société Anonyme Egyptienne de Publicité . . . . . Cairo, Egypt.

### Agricultural Implements & Machinery.

Acme Harvesting Machine Co., Exporters . . . . .	Peoria, Ill.
American Seeding Machine Co., Exporters . . . . .	Richmond, Ind., U. S. A.
Artus, Jean, Importer . . . . .	Mersine.
Avedissian & Kechichian, Importers . . . . .	Adana.
Avery Co., Exporters . . . . .	Peoria, Ill., U.S.A.
Balladur, Paul J., Importer . . . . .	Smyrna.
Blum & Levy, Importers . . . . .	Jerusalem.
Bonja & Co., A., Importers. . . . .	Aleppo.
Chipman Limited, 10 Bridge St . . . . .	New York, N. Y.
Debbas, Jean, Importer. . . . .	Tarsus
Demirdjian, Moses N., Importer. . . . .	Aintab.
Dizengoff, M., Importer. . . . .	Jaffa.
Draghi, Louis, Importer . . . . .	Adana.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul. . . . .	Constantinople.
Egyptian American Agricultural Engineering Co.. . . . .	Cairo. Egypt.
Farquhar, A. B. & Co., Exporters, Cotton Exchange Bldg. . . . .	New York City, U.S.A.
Flehsig, Oscar, Importer. . . . .	Aleppo.
Frangakis, Ant. Ch., Importer . . . . .	Aleppo.
Frangakis & Sinyosoglou, Importers . . . . .	Adana.
Goldenberg & Fils, David . . . . .	Braila, Roumania.
Haim, D., Importer . . . . .	Jaffa.
Hindié, Elias, Importer . . . . .	Aleppo.
International Harvester Company, Exporters . . . . .	Chicago, Ill., U. S. A.
Karamanoukian & Fils. Garouge, Importers. . . . .	Aintab.
Laughton & Co., C., 42 Perchembé Bazar, Galata. . . . .	Constantinoble.
Louisides & Co., P. J., Importers, Larnaca . . . . .	Cyprus.
Loutfalla, Georges, Importer . . . . .	Adana.
Iykiardopoulos Fils, A., Importer . . . . .	Mersine.
Montgomery Ward & Co., Exporters . . . . .	Chicago, U.S.A.
Mouradyan Frères, B.J., Importers, Rue Mahmoudié, Galata. . . . .	Constantinople.
Nergararian H.G., Importer, . . . . .	Varna, Bulgaria.
Nergararian Haruture, Importer, Khorassandji Han, . . . . .	Constantinople.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata. . . . .	Constantinople.
Selian, R.B., Importer. . . . .	Mersine.
South Bend Chilled Plow Co., . . . . .	South Bend, Ind., U. S. A.
Strong & Trowbridge Co., Exporters, 11, Battery Place, . . . . .	New York City, U.S.A.
Sursock, Aziz, Importer . . . . .	Tarsus.
Tiano Fli: Societa Italo-Orientale, Importers. . . . .	Salonica.
Velissarides & Co, E., Importers . . . . .	Trebizond.
Walter A. Wood Mowing & Reaping Machine Co., Exporters, . . . . .	Hoosick Falls, N. Y.
Walter A. Wood Co., Ltd., 36 Worship St. . . . .	London, England.
Walter A. Wood Company m.b.H., Elisabethufer 5/6 . . . . .	Berlin, Germany.
Whitman Agricultural Co., Exporters, 6900 South Broadway, . . . . .	St. Louis, Mo., U.S.A.

### Architects.

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



**Attorneys at Law.**

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

**Automobiles.**

Avigdor, N. S., Inayet Han, Stamboul . . . . .	Constantinople.
Belart Lanz, F., Importer, Ihsan Bey Han, Stamboul . . . . .	Constantinople.
Chipman Limited, 10 Bridge St., . . . . .	New York, N.Y.
Ford Motor Co., Exporters, . . . . .	Detroit, U. S. A.
The Studebaker Corporation of England Ltd., 143/5 Great Portland St., London, W. . . . .	England
The Studebaker Corporation. . . . .	South Bend, Ind., U.S.A.

**Banks and Bankers.**

Anglo-Egyptian Bank . . . . .	Cairo, Egypt.
Anglo-Palestine Co. Ltd. . . . .	Jerusalem.
» » » » . . . . .	Beirut.
Banque d'Athènes . . . . .	Constantinople.
» » . . . . .	Salonica.
» » . . . . .	Samsoun.
» » . . . . .	Smyrna.
» » . . . . .	Cairo, Egypt.
Banque Commerciale de Palestine . . . . .	Jerusalem.
Banque de Mètelin . . . . .	Smyrna
Banque d'Orient. . . . .	Smyrna.
» » . . . . .	Salonica.
Banque de Salonique. . . . .	Constantinople.
Banque Impériale Ottomane . . . . .	Constantinople.
» » » . . . . .	Kerassund.
Capayannidès, G. . . . .	Trebizond.
Charaoui, Joseph . . . . .	Alexandretta.
Deutsche Orientbank A. G. . . . .	Constantinople.
Lemmi Frères, G. . . . .	Ordou.
Lèvy, Juda Gabriel . . . . .	Janina, Albania.
Lavromati, André. . . . .	Mersine.
Modiano, Saül Is. . . . .	Salonica.
Modiano, Ugo R. . . . .	Salonica.
Phostiropoulo Frères, . . . . .	Trebizond.
Pisani, Alex. G., . . . . .	Kerassund.
Prager Creditbank, Filiale . . . . .	Belgrade, Servia.
Turnbull, Jr. & Somerville . . . . .	Valetta, Malta.
Wiener Bank Verein, . . . . .	Constantinople.

**Beds and Supplies.**

Lambichi, M. E , Importer, . . . . .	Smyrna.
Sassine & Louvari Frères, Importers, . . . . .	Cairo, Egypt.
Simmons Manufacturing Co., Exporters, . . . . .	Kenosha, Wis., U.S.A.
Suffern & Co., Exporters, 90-96 Wall St., . . . . .	New York City, U.S.A

**Beer.**

Hindie Frères, Importers, . . . . .	Aleppo.
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**Beltting.**

Seferiades, S. A., Importer, . . . . .	Smyrna.
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**Blotting Paper.**

Albemarle Paper Manufacturing Co. . . . .	Richmond, Va. U.S.A.
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**Boots and Shoes.**

Andrea & Barba, Importers. . . . .	Salonica.
Bates & Co., A. J., Mfrs. & Exporters, 176-178 Duane St.,	New York City, U.S.A.
Brown Shoe Co., Manufacturers and Exporters . . . . .	St. Louis, Mo., U.S.A.
Churchhill & Alden Co., Manufacturers and Exporters . .	Campello, Mass., U.S.A.
Damiani, Barnabé, Importer, . . . . .	Jerusalem.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Fulias & Co., Importers, Abid Han, Galata, . . . . .	Constantinople.
Georgatos, N. E. Manufacturer . . . . .	Athens, Greece.
Hananel, N. B., Importer, Xanthopoulo Han, Stamboul, . .	Constantinople.
Hindié Frères, Importers, . . . . .	Aleppo.
Hug & Co., Importer . . . . .	Cairo, Egypt
Kirchner & Co., Importers . . . . .	Aleppo.
MacVittie, F., Importer, . . . . .	Smyrna.
Magnifico, E. A., Importer, . . . . .	Smyrna.
Sassine & Louvari Frères, Importers . . . . .	Cairo, Egypt.
Sciaky, Salomon J., Importer, . . . . .	Salonica.
Strong & Trowbridge Co., Exporters, 11, Battery Place . .	New York City, U.S.A.
Sursock, Aziz, Importer, . . . . .	Tarsus.
Tambakis, E. C., Importer, . . . . .	Smyrna.
Valescaki Spiro, Importer. . . . .	Cairo, Egypt.

**Builders' Hardware.**

Blum & Levy, Importers, . . . . .	Jerusalem.
Farwagi, E., & Fils, Importers . . . . .	Jaffa.
Fli. Tiano, Importers . . . . .	Salonica.
Kuster & Co., R., Importer. . . . .	Cairo, Egypt.
Matteossian, Leon, Importer, Tevekel Han, Galata . . . .	Constantinople.
Russell & Erwin Mfg Co. . . . .	New York, N. Y., U.S.A.
Strong & Trowbridge Co., Exporters, 11, Battery Place . .	New York, N. Y., U.S.A.
Roch, Alf., & H. Latour, Importers . . . . .	Jaffa.

**Butter (Aleppo-Sheep)**

Barsamian, Hagop, Exporter. . . . .	Aleppo.
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**Candles.**

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

**Carpets and Rugs.**

Andria, H. de, Exporter, Kutchuk Ismail Pasha Han, Stamb.	Constantinople.
Apikian & Co., Exporters, . . . . .	Baghdad.
Blackler, F., Exporter, . . . . .	Smyrna.
Castelli, N., Exporter, Validé Han, Stamboul, . . . . .	Constantinople.
Chasseaud, F. W., Exporter, Ihsan Bey Han, Stamboul, . .	Constantinople.
Filipachi, Paul, Exporter, Keuprulu Han, Stamboul, . . .	Constantinople.
Gulbenkian Bros & Co., Gulbenkian Han, Stamboul . . . .	Constantinople.
» Parsegh K., Exporter . . . . .	Baghdad.
Harputlian, Kevork, Exporter, Bouyouk Yeni Han, Stamboul	Constantinople.
Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul. .	Constantinople.
Kafaroff, Talip A., Exporter, Rassim Pacha Han, Stamb.	Constantinople.
Karadaghli, A. E., Exporter, Djéférié Han, Stamboul. . .	Constantinople.
Karagheusian, A. & M., Exporters, Astartjian Han, Stamboul	Constantinople.
» » » Importers, 890, Broadway . . . . .	New York City, U.S.A.
Kasbarian, N., Exporter, Buyuk Kiritli Pasha Han, St.	Constantinople.
Kazan & Co., A. E., Exporters, Keuprulu Han, Stamboul .	Constantinople.
Kevork Skender, K. & D., Exporters. . . . .	Baghdad.
Kouyoumdjian, Hagop, Exporter. . . . .	Baghdad.



Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Mazlumian Bros., Exporters, Eski Régie Han, Stamboul . . . . .	Constantinople.
Messayah, Joseph I, Exporter. . . . .	Baghdad.
» R. D., Exporter . . . . .	Baghdad.
Messulam, A., Exporter, Saidié Han, Stamboul . . . . .	Constantinople.
Oriental Carpet Manufacturers Ltd., Exporters . . . . .	Smyrna.
» » » » » . . . . .	Constantinople.
Pappadopoulo, M. N., Exporter, Matheo Han, Stamboul . . . . .	Constantinople.
Pardo, R. S., Exporter, Rue Kabristan, 14, Pera . . . . .	Constantinople.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul. . . . .	Constantinople.
Rostomian, R., Keuprulu Han, Stamboul. . . . .	Constantinople.
Saba, A., Exporter . . . . .	Aleppo.
Sadullah & R. Levy, Exporters, Stamboul. . . . .	Constantinople.
Souhami, R., Exporter, Ihsan Bey Han, Stamboul . . . . .	Constantinople.
Telfeyan & Co., S, Exporters, Dilsiz Zadé Han, Stamboul. . . . .	Constantinople.
Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamboul . . . . .	Constantinople.
Uhrlaub, John C., Importer, 114 Fifth Ave., . . . . .	New York City, U.S.A.
Vayanos Bros. . . . .	Sillé, Konia.
Zehnder, J. U., Exporter, Kendros Han, Stamboul . . . . .	Constantinople.

### Carriages (wheels, springs, etc.)

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

### Cigarettes.

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

### Clocks and Watches.

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

### Coal.

Cauchi Fli., Importers, . . . . .	Salonica.
Molho, Isaac, Importer, . . . . .	Salonica.
Petsaly, S., Importer, . . . Alexandria, Cairo & Port-Said, . . . . .	Egypt.
Rees & Co. Ltd., T. Bowen, Importers, . . . . .	Smyrna.
Saltiel, Nico, Importer, . . . . .	Salonica.
Theodoridi & Co., Importers . . . . .	Braila, Roumania.
Whittall & Co., C., Importers, . . . . .	Smyrna.

### Concrete and Cement.

Cabbabeh Frères, Importers, . . . . .	Aleppo.
Ojalvo, Vital, Importer . . . . .	Salonica.
Goldenberg & Fils, David. . . . .	Braila Roumania.

### Copper.

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



**Cotton.**

Artus, Henri, Exporter, . . . . .	Mersine.
Brazzofoli, Max, Exporter, . . . . .	Mersine.
Coulevas, M. & A., Importer . . . . .	Piraeus, Greece
Debbas, Jean, Exporter, . . . . .	Tarsus.
Draghi, Louis, Exporter, . . . . .	Adana.
Gazalé, N. F., Exporter . . . . .	Aleppo.
Lykiardopoulos Fils, A., Exporter, . . . . .	Mersine.
Simeonoglou, Aristides, Exporter, . . . . .	Adana.

**Cotton Goods.**

Abdeni & Co., G.G. Importers, . . . . .	Aleppo.
Altitzoglou Fils, J., Importers, . . . . .	Mersine.
Apikian & Co., Importers. . . . .	Baghdad.
Arabian, Gaizak, Importer, . . . . .	Trebizond.
Baltazzi, Theo. S., Importer, . . . . .	Smyrna.
Bear Mill Mfg. Co., 120 Franklin St., . . . . .	New York, N. Y.
Bekhor, Showa, Importer, . . . . .	Baghdad.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, . . . . .	Constantinople.
Berk, Puttnam & Co., Importers, . . . . .	Baghdad.
Blockey, Cree & Co., » . . . . .	Baghdad.
Cabbabeh Frères, Importers, . . . . .	Aleppo.
Candili, C. Importer. . . . .	Trebizond.
Chrissafides & Georgiades, Importers, Galata, . . . . .	Constantinople
Cohen Mordoh & Co., Importers . . . . .	Salonica.
Coufopoulos, D. G., 25 Buyuk Millet Han, Galata, . . . . .	Constantinople.
Coussa, Armand, Importer . . . . .	Aleppo
Damien, Joseph, Importer, . . . . .	Baghdad.
Dasho, Yakoub, Importer, . . . . .	Aleppo.
Demirdjian, Moses, N., Importer, . . . . .	Aintab.
Edwards & Sons, Importers, Dilziz Zadé Han, Stamboul, . . . . .	Constantinople.
Elishaa, Nessim, Importer, . . . . .	Baghdad.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Elowe, Raphael, » . . . . .	Baghdad.
Enriquez, Clement, » . . . . .	Baghdad.
Fils de G. Errara & Co., Importers, . . . . .	Salonica.
Flehsig, Oscar, Importer, . . . . .	Aleppo.
Giraud, O., Importer, Hagopian Han, Galata, . . . . .	Constantinople.
Haldopoulos, N. P., Importer, . . . . .	Trebizond.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul, . . . . .	Constantinople.
Hindié, Elias, Importer . . . . .	Aleppo.
Jeboury, Beythoum, Importer . . . . .	Baghdad.
Juda & Salmona, Importers. . . . .	Salonica.
Kabbaz & Co., P. A., Importers. . . . .	Aleppo.
Karamanoukian & Fils, Garouge, Importers. . . . .	Aintab.
Kirchner & Co., Importers, . . . . .	Aleppo.
Kouyoumdjian, Hagop, Importer . . . . .	Baghdad.
Langridge, F. F., Importer. . . . .	Baghdad.
Louisides & Co., P. J., Importers . . . . .	Larnaca, Cyprus.
Lynch & Co., Stephen, Importers . . . . .	Baghdad.
Manachy, Lorenzo Y., Importer . . . . .	Aleppo.
Marcantonakis & Manoussakis . . . . .	Candia, Crete.
H. Manuelian & Co., Importers . . . . .	Mersine.
Matteossian, Leon, Importer, Tevekel Han, Galata, . . . . .	Constantinople.
Messayeh, Joseph J., Importer. . . . .	Baghdad
Minot Hooper & Co, Exporters. . . . .	New York City, U.S.A.
Mitrani, Joseph, Importer. . . . .	Adrianople.
Modiano, Joseph Is., Importer. . . . .	Salonica.



Modiano, Saül Is., Importer. . . . .	Salonica
Modiano, Ugo R., Importer, . . . . .	Salonica.
Morpurgo, Moise. Importer . . . . .	Salonica.
Mouradian, Kevork, Importer, Stamboul, . . . . .	Constantinople.
Obegi & Fils., N., Importers. . . . .	Aleppo.
Pappadimitriou Bros. & Co., Importers. . . . .	Smyrna.
Peristiany & Frères, J. Th., Importers . . . . .	Aleppo.
Philippou, A., Importer . . . . .	Janina, Albania.
Sayegh, Joseph, Importers . . . . .	Aleppo.
Schuep & Co., Importers . . . . .	Aleppo.
Strong & Trowbridge Co., Exporters, 11, Battery Place, . . . . .	New York City, U.S.A.
Suffern & Co., Exporters, 90-96, Wall Street . . . . .	New York City, U.S.A.
Henri Tiano, Importer. . . . .	Salonica.
Vafiadachi, M. & A., Importers. . . . .	Smyrna.
Varbetian, L. & L., Importers . . . . .	Smyrna.
Zarifi, L., Importer, Hagopian Han, Galata . . . . .	Constantinople.
Zelveian, M. & K., Importers. . . . .	Mersine.
Zollinger & Co., Importers . . . . .	Aleppo.

**Cotton Seed Oil.**

Amar & Co., S., Importers, Validé Sultan Han, Stamboul. . . . .	Constantinople.
American Cotton Oil Co., Exporters, 27, Beaver Street . . . . .	New York City, U.S.A.
Aspegren & Co., Exporters, Produce Exchange . . . . .	New York City, U.S.A.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul. . . . .	Constantinople.
Cariciopoulo, Marc N., Importer, 12 Ibrahim Rifaat Han, Gal. . . . .	Constantinople.
Christofa, Apostole P. H., Importer . . . . .	Mitylene, Turkey.
Cohen Mordoh & Co., Importers. . . . .	Salonica.
Coufopoulos, D. C., 25 Buyuk Mil'et Han, Galata, . . . . .	Constantinople.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Flechsigg, Oscar, Importer . . . . .	Aleppo.
Fulias & Co., Importers, Abid Han, Galata. . . . .	Constantinople.
Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul. . . . .	Constantinople.
Giraud, O., Importer, Hagopian Han, Galata . . . . .	Constantinople.
Goldenberg & Fils, David. . . . .	Braila, Roumania.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul . . . . .	Constantinople.
Hug & Co., J., Importers. . . . .	Cairo, Egypt.
Juda & Salmona, Importers. . . . .	Salonica.
Kirchner & Co., Importers . . . . .	Aleppo.
Louisides, P. J., Importers . . . . .	Larnaca, Cyprus.
Manachy & Fils, Yanni, Importers. . . . .	Aleppo.
Marcopoli & Co., V., Importers . . . . .	Aleppo.
Mill, E.H., Mgr. Strong & Trowbridge Co., Importers, Galata . . . . .	Constantinople.
Mitrani, Joseph, Importer. . . . .	Adrianople.
Modiano & Co., Levy V., Importers . . . . .	Salonica.
Molho, Isaac, Importer, . . . . .	Salonica.
Navarro, Em. Is., Importer. . . . .	Salonica.
Saporta & Baraha, Importers, . . . . .	Salonica.
Sarantis Frères, Importers, 19, 20, Omar Abid Han, Galata . . . . .	Constantinople.
Seefelder, Hans, Importer, . . . . .	Salonica.
Sourlangas Fils, E N., Importer, Ghazi Asker Han, Stamboul, . . . . .	Constantinople.
Suffern & Co., Exporters, 90-96, Wall Street, . . . . .	New York City, U.S.A.
Tasartez & Barzilaï, Importers, Tohafdjî Han, Stamboul . . . . .	Constantinople.
Tiano, Henri, Importer, . . . . .	Salonica.
Xanthos, C., Importer, . . . . .	Salonica.

**Cotton Yarn.**

Abdeni & Co., G. G., Importers, . . . . .	Aleppo.
Baltazzi, Theo. S., Importer, . . . . .	Smyrna.



Cabbabeh Frères, Importers, . . . . .	Aleppo.
Coussa, Armand, Importer . . . . .	Aleppo.
Demirdjian, Moses N., Importer, . . . . .	Aintab.
Fils de G. Errara & Co., Importers, . . . . .	Salonica.
Flehsig, Oscar, Importer, . . . . .	Aleppo.
Hindié, Elias, Importer, . . . . .	Aleppo.
Mouradian, Kevork, Importer, Stamboul, . . . . .	Constantinople.
Peristiany & Frères, J. Th., Importers, . . . . .	Aleppo.
Sassine & Louvari Frères, Importers . . . . .	Cairo, Egypt.
Simeonoglou, Aristides, Exporter, . . . . .	Adana.
Société Commerciale du Levant, Importers, . . . . .	Salonica.
Zollinger & Co., Importers, . . . . .	Aleppo.

#### Currants.

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

#### Customs Brokers.

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

Thomaston Knife Co., . . . . .	Thomaston, Conn., U.S.A.
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#### Department Stores

Economic Co-operative Society Ltd., . . . . .	Constantinople.
Montgomery Ward & Co., . . . . .	Chicago, U.S.A.
Walker & Meimarachi, . . . . .	Alexandria & Cairo, Egypt.

#### Dried Fish.

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

The Fellows Co., Manufacturers, 26 Christopher St. . . . .	New York, N.Y., U.S.A.
Hannania & Son Showa, Joseph, Importers, . . . . .	Baghdad.
La Fontaine Bros., Ltd., Importers, . . . . .	Constantinople.
Parke, Davis & Co., Exporters, 50/54 Beak St., London W., . . . . .	England.
Suflern & Co., Exporters, 90-96 Wall St. . . . .	New York City, U.S.A.
Toeg, Ephraim S., Importers, . . . . .	Baghdad.

#### Dry Goods.

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

#### Dyes

Schuep & Co., Importers . . . . .	Aleppo.
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#### Electrical Supplies.

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



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

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

**Engineering.**

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

**Exporters (General).**

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

**Feed Stuffs.**

Corn Products Refining Co., . . . . .	New York, N.Y.
Gilchrist Walker & Co., . . . . .	Galata, Constantinople
Hug & Co., J. . . . .	Cairo, Egypt.

**Firearms and Ammunition.**

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

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

**Fountain Pens.**

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

Austro-Oriental Trading Co Ltd., Exporters . . . . .	Baghdad.
Barff & Co. Ltd., P. G., Exporters. . . . .	Smyrna.
Blockey, Cree & Co., Exporters . . . . .	Baghdad.
Chukur & Aziz, Exporters . . . . .	Baghdad.
Elmassian, Djanik, Exporter, . . . . .	Smyrna.
Elowe, Raphael J., Exporter . . . . .	Baghdad.
Emmanuel & Co., Alex. C., Exporters . . . . .	Smyrna.
Georgiadès & Co., Exporters . . . . .	Smyrna.
Hadjantony, Ant. B., Exporter . . . . .	Smyrna.
Hamparzum, Aram, Exporter. . . . .	Smyrna.
The Hills Bros. Co., Exporters . . . . .	Bassorah.
Wm. Hills Jr. & Co., Exporters. . . . .	Bassorah.



Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Maktoobi Zada Omar Fouzi Bey, Exporter. . . . .	Baghdad.
Manola. John, Exporter . . . . .	Smyrna.
Marcantonakis & Manoussakis, Exporters . . . . .	Candia, Crete.
Messayeh, Joseph J., Exporter. . . . .	Baghdad.
Missir & Co., Exporters . . . . .	Smyrna.
Missir & Co., Nicholas J., Exporters . . . . .	Smyrna.
Momdjian Bros., Exporters . . . . .	Trebizond.
Protopazzi Bros., 31 Fenchurch St., . . . . .	London.
Reggio & Co., Ant., Exporters . . . . .	Smyrna.
Roch, Alfred, & H. Latour, Exporters . . . . .	Jaffa.
Sassine & Louvari Frères, Importers . . . . .	Cairo, Egypt.
Schamasch, Gourgie & Cie., Exporters . . . . .	Baghdad.
Shabandar, Mahmoud, Exporter. . . . .	Baghdad.
Stassinopoulo, S. A., Exporter . . . . .	Smyrna.
Whittall & Co., C., Exporters. . . . .	Smyrna.
Wood & Selich, Importers, Dudson, Duane & Thomas Street	New York City, U.S.A.

### Furniture.

Abdulaly Bros., Importers . . . . .	Baghdad.
Lambichi, M. E., Importer. . . . .	Smyrna.
MacVittie, F. J., Importer . . . . .	Smyrna.
Montgomery Ward & Co., Exporters. . . . .	Chicago, U. S. A.
Nahmias, Samuel et Fils, Importers . . . . .	Salonica.
Ovessanoff, Stephen, Importer . . . . .	Baghdad.
Tucker. Thos. C., Importer, Rue Perchembé-Bazar, Galata.	Constantinople.

### Galvanized Sheet Metals.

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

### Glass.

Navarro, Isaac J., Importer. . . . .	Salonica.
Ovessanoff, Stephen, Importer . . . . .	Baghdad.

### General Exporters and Importers.

Abdeni & Co. . . . .	Aleppo.
Abramowitz, Leon P., 80 Calla Moslior . . . . .	Bucharest.
Austro-Oriental Trading Co. Ltd. . . . .	Baghdad.
Baldwin, Theo. A. . . . .	Brussa.
Banque Commerdale de Palestine. . . . .	Jerusalem.
Barsamian, Hagop. . . . .	Aleppo.
Benveniste, Haim & Albert. . . . .	Salonica.
Cabbabeh Frères . . . . .	Aleppo.
Caravas, Ant. S. . . . .	Smyrna.
Chipman Limited, 10 Bridge St., . . . . .	New York, N. Y., U. S. A.
Cohen Mordoh & Cie. . . . .	Salonica.
Coufopoulos, D. G., Buyuk Millet Han, Galata. . . . .	Constantinople
Coussa, Armand. . . . .	Aleppo.
Damiani, Barnabé. . . . .	Jerusalem.
Dizengoff, M. . . . .	Jaffa.
Feingold, S. . . . .	Jerusalem.
Fils d'Abram Nahman . . . . .	Salonica.
Flehsig. Oscar. . . . .	Aleppo.
Gazalé, N. F. . . . .	Aleppo.
Gelat, Elias Th. . . . .	Jerusalem.
Hadjantony, Ant. B. . . . .	Smyrna.



Haim, D. . . . .	Jaffa.
Haldopoulos, N. P. . . . .	Trebizond.
Hancock & Wood . . . . .	Patras, Greece.
Hindie, Elias . . . . .	Aleppo.
Iahiel, Isaac I. . . . .	Salonica.
Kirchner & Co. . . . .	Aleppo.
Langridge, F. F. . . . .	Baghdad.
Laughton & Co., C. 42 Perchembé Bazar, Galata. . . . .	Constantinople.
Lemmi Frères, G. . . . .	Ordou.
Levin, Alter . . . . .	Jerusalem.
Louisides, P. J. . . . .	Larnaca, Cyprus.
Mahokian, A. . . . .	Trebizond.
Manachy, Lorenzo Y. . . . .	Aleppo.
Marcantonakis & Mannoussakis . . . . .	Candia, Crete.
Marcopoli & Co., V. . . . .	Aleppo.
Melissinos, Bernard . . . . .	Piræus, Greece.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata. . . . .	Constantinople.
Mitrani, Joseph. . . . .	Adrianople.
Modiano, Ugo R., . . . . .	Constantinople.
Momdjian Bros . . . . .	Trebizond.
Nemli Zadé Frères, . . . . .	Trebizond.
Obegi & Fils, N., Exporters. . . . .	Aleppo.
Palassoff, M. P., . . . . .	Ordou.
Peristiany & Frères, J. Th., . . . . .	Alexandretta.
Petsaly, S., . . . . .	Alexandria, Cairo & Port Said, Egypt.
Phostiropoulo Frères, . . . . .	Trebizond.
Pisani Alex. C., . . . . .	Kerassund.
» George C., . . . . .	»
Reppen, Theo, Arabian Han, Galata, . . . . .	Constantinople.
Sayegh, Joseph, Exporter . . . . .	Aleppo.
Schapira, J. M., 10 Rue Colocotroni . . . . .	Athens, Greece.
Sciaky & Co., Victor, . . . . .	Salonica.
Scialom, Isaac Moise, . . . . .	Salonica.
Seefelder, Hans, . . . . .	Salonica.
Shabandar, Mahmoud, . . . . .	Baghdad.
Spathopoulo Frères, P., . . . . .	Kerassund.
Stassinopoulo, S. A., . . . . .	Smyrna.
Suffern & Co., 90-96 Wall St., . . . . .	New York City, U.S.A.
Talamas & Frères, Georges J., . . . . .	Jaffa.
Tiano, Henri, . . . . .	Salonica.
Turnbull, Jr. & Somerville . . . . .	Valetta, Malta.
Zini, A. T., . . . . .	Patras, Greece.
Zollinger & Co., . . . . .	Aleppo.

**Glucose.**

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

**Government Contractors.**

Avigdor, N. S., Inayet Han 67, 68 Stamboul, . . . . .	Constantinople.
Berghaus, Walter, Ihsan Bey Han, Stamboul, . . . . .	Constantinople.
Bucknam, R. D., Assicurazione Generali Han, Galata. . . . .	Constantinople.
Edwards & Sons, Dilsiz Zadé Han, Stamboul, . . . . .	Constantinople.
Fresco & Sons, Aslan, Ladjivert Han, Galata . . . . .	Constantinople.
Giraud, O., Hagopian Han, Galata, . . . . .	Constantinople.
Hecht, Emil, Angora Han, Stamboul, . . . . .	Constantinople.
Langdon, J. D., Naval Contractor, . . . . .	Smyrna,



Petsaly, S., . . . . . Alexandria, Cairo & Port Said, Egypt.  
 Tucker, Thos. C., Rue Perchembè Bazar, 26, Galata, . . . Constantinople.

### Grain & Cereals.

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

### Groceries.

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

### Gum Tragacanth.

Abdul Kader El-Khadery, Exporter . . . . . Baghdad.  
 Barsamian, Hagop, Exporter . . . . . Aleppo.  
 Brazzofoli, Max, Exporter . . . . . Mersine.  
 Chachaty Frères, Exporters . . . . . Mersine.  
 Parsegh G. Esselian, Exporter, 28 Khorassandji Han, Stam. Constantinople.  
 Elishaa, Nessim, Exporter . . . . . Baghdad.  
 Gazalè, N. F., Exporter . . . . . Aleppo.  
 Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stam. Constantiople.  
 » Parsegh K., Exporter . . . . . Baghdad.  
 Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul . Constantinople.  
 Jeboury, Beythoum, Exporter, . . . . . Baghdad.  
 Kasbarian, N., Exporter, Buyuk Kiritli Pasha Han. St. Constantinople.  
 Kouyoumdjian, Hagop, Exporter . . . . . Baghdad.  
 Maghak, Fathalla D., Exporter . . . . . Baghdad.  
 Manachy & Fils, Yanni, Exporters . . . . . Aleppo.  
 Manuelian, H. & Co., Exporters. . . . . Mersine.  
 Naccache & Fils, Ibr., Exporters . . . . . Mersine.  
 Obegi & Fils, N., Exporters. . . . . Aleppo.  
 Sayegh, Joseph, Exporter. . . . . Aleppo.  
 Zelveian, M. & K.S., Exporters . . . . . Mersine.



**Guts (Sausage Casings).**

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

**Hardware.**

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

**Harness and Leather Goods.**

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



**Hotels.**

Egyptian Hotels, Ltd. . . . .	Cairo, Egypt.
Geo. Nungovich Egyptian Hotels . . . . .	» »

**Importers (General).**

Abramovitz, Leon P., 80 Calea Moslior . . . . .	Bucharest, Roumania.
Alisaffi, J., . . . . .	Samsoun.
Altendorff, Wright & Darr, Ralli Han, Stamboul, . . . . .	Constantinople.
Amar & Co., S., Validé Sultan Han, Stamboul. . . . .	Constantinople.
Anastassiades, D.D., . . . . .	Cairo, Egypt.
Austro-Oriental Trading Co. Ltd., . . . . .	Baghdad.
Baldwin, Theo. A. . . . .	Brussa.
Bensussan, Samuel I. . . . .	Salonica.
Birch, James H., . . . . .	Burlington, N.J., U.S.A.
Capayannides, G., . . . . .	Trebizond.
Cariciopoulo, Marc N., 12 Ibrahim Rifaat Han, Galata . . . . .	Constantinople.
Confopoulos, D. G., Buyuk Millet Han, Galata. . . . .	Constantinople.
Dobrowolski Ambonetti & Co., . . . . .	Salonica.
Farwagi, E., & Fils . . . . .	Jaffa.
Franghiabis & Stringus. . . . .	Pirae s, Greece.
Habicht Braun & Co., Hudson & Laight Strs., . . . . .	New York City, U.S.A.
Haldopoulo, N.P., . . . . .	Trebizond.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, 8 Strada Lipsani, . . . . .	Bucharest, Roumania.
Higgins & Co., Wm.A., 371, Washington Str., . . . . .	New York City, U.S.A.
The Hills Bros. Co., Beach & Washington Strs. . . . .	New York City, U.S.A.
Hindie Frères, . . . . .	Aleppo.
Hochstrasser, & Co., . . . . .	Trebizond.
Jaburg Bros., 1 & 3 North Str., . . . . .	New York City, U.S.A.
Kouroubalekian, Khosrof, Tchetcheyan Han, Galata, . . . . .	Constantinople.
Kuebler, Jona. . . . .	Jaffa.
Lassus, P. . . . .	Cairo, Egypt.
Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave, . . . . .	Chicago, Ill., U.S.A.
Lévy, Juda Gabriel . . . . .	Janina, Albania.
Lobel, Père et Fils . . . . .	Salonica.
Loir, Edouard, . . . . .	Beirut.
Misrachi, Edouard . . . . .	Salonica.
Mitrani, Joseph, Importer . . . . .	Adrianople.
Modiano, Fils de S. D . . . . .	Salonica.
Mossery, Albert. . . . .	»
Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamboul, . . . . .	Constantinople.
Mouradyan Frères, B. J., Rue Mahmoudié, 31, Galata, . . . . .	Constantinople.
Nowill & Co., Sidney, Kevork Bey Han, Galata, . . . . .	Constantinople.
Petsaly, S. . . . . Alexandria, Cairo & Port-Said.	Egypt.
Roch, Alfred & H. Latour . . . . .	Jaffa.
Schrager & Nelle, Setian Han, 30, Stamboul . . . . .	Constantinople.
Schuep & Co., . . . . .	Aleppo.
Seager & Co., Walter, Tchিনি Rictim Han, Galata . . . . .	Constantinople.
Shabandar, Mahmoud . . . . .	Baghdad.
Stross Bros., . . . . .	Cairo, Egypt.
Tennant Sons & Co., C., 76, William Street . . . . .	New York City, U.S.A.
Walker & Meimarachi, . . . . .	Alexandria, & Cairo, Egypt.

**Insurance Agents.**

Agranti, Victor, Yeni Han, Sirkedji, Stamboul . . . . .	Constantinople.
Curmusi, Theo. N., Tchিনি Rictim Han, Galata . . . . .	Constantinople.
Farwagi, E., & Fils . . . . .	Jaffa.



Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul.	Constantinople.
Hancock & Wood . . . . .	Patras, Greece.
Kuebler, Jona . . . . .	Jaffa.
Levin, Alter . . . . .	Jerusalem.
Liverpool & London & Globe Insurance Co., Galata, . . .	Constantinople.
Loir, Edouard . . . . .	Beirut.
Molho, Isaac . . . . .	Salonica.
Nahama & Cie., J. . . . .	Salonica.
Palassoff, M. P. . . . .	Ordou.
Philippou, A. . . . .	Janina, Albania.
Romeo, Francis L. . . . .	Alexandria, Egypt.
Sciaky & Co., Victor. . . . .	Salonica.
Seager & Co., Walter, Tchিনি Rictim Han, Galata . . .	Constantinople.
Sellar, A. W., & Co., Altiparmak Han, Stamboul . . .	Constantinople.
Trochanis A. N. . . . .	Cairo, Egypt.
Vandegrift & Co., F. B., 12-25, Whitehall Street . . .	New York City, U.S.A.
Varbetian, L. & L. . . . .	Smyrna.
Whittall, Saltiel Co. Ltd. . . . .	Salonica.
Yannoulato, Ant. G., Abid Han, Galata . . . . .	Constantinople.

### Iron & Steel.

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

### Jewelry.

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

### Laces and Embroideries.

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

### Leather.

Abdeni & Co., G.G., Importers, . . . . .	Aleppo.
Anastassiades, D.D., Importer. . . . .	Cairo, Egypt.
Bekhor, Showa, Importer, . . . . .	Baghdad.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, .	Constantinople.
Berk, Puttnam & Co., Importers, . . . . .	Baghdad.
Blattner Andrew, Manufacturer, Yedi Koulé . . . . .	Constantinople.
Bonja & Co., A., Importers, . . . . .	Aleppo.
Coussa, Armand, Importer . . . . .	Aleppo.
Damien, Joseph, Importer, . . . . .	Baghdad.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Enriquez, Clement, Importer, . . . . .	Baghdad.



Fulias & Co., Importers, Abid Han, Galata, . . . . .	Constantinople.
Georgiades, Nicholas, Importer, Georgiades Han, . . . . .	Constantinople.
Hananel, N.B., Imp., Meydandjik, Xanthopoulos Han, Stamb.	Constantinople.
Jean Hauser, Mgr. Société Anonyme, pour l'Exportation et l'Importation, Importer, 8 Strada Lipsani . . . . .	Bucharest, Roumania.
Jaboury, Beythoum, Importer, . . . . .	Baghdad.
Kabbaz & Co., P.A., Importers, . . . . .	Aleppo.
Lebet Frères & Co., Importers, Mahmoudi Han, Stamboul.	Constantinople.
Lynch & Co., Stephen, Importers, . . . . .	Baghdad.
Maulwurf, Ed., Importer & Exporter, . . . . .	Salonica.
Messayeh, R.D., Importer, . . . . .	Baghdad.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata, . . . .	Constantinople.
Modiano, Saül Is., Importer & Exporter, . . . . .	Salonica
Obegi & Fils, N., Importer . . . . .	Aleppo.
Peristiany & Frères, J. Th., Importers, . . . . .	Alexandretta.
Sayegh, Joseph, Importer . . . . .	Aleppo.
Sarantis Frères, 19, 20 Omar Abid Han, Galata. . . . .	Constantinople.
Sassini & Louvari Frères, Importers . . . . .	Cairo, Egypt.
Serefas, D., Importer & Exporter, . . . . .	Salonica.
Sourlangas Fils, E.N., Importers, Ghazi Asker Han, Stamb.	Constantinople.
Stone, Timlow & Co., Manufacturers . . . . .	Boston, Mass., U.S.A.
Stratoulis & Tsampiras, Importers . . . . .	Athens, Greece.
Xanthos, C., Importer & Exporter, . . . . .	Salonica.

**Licorice Root.**

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

**Lighting Devices.**

Avigdor, N. S., Inayet Han, 67, 78 Stamboul, . . . . .	Constantinople.
Elowe, Raphael, J., Importer, . . . . .	Baghdad.
Seferiades, S.A., Importer, . . . . .	Smyrna.

**Linoleum.**

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

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

**Machinery.**

Abdulaly Bros., Importers . . . . .	Baghdad.
Aperguis & Cie., N. A., Importers, 40, rue de la Douane .	Galata, Constantinople.
Balladur, Chas. P., Importer . . . . .	Smyrna.
Berk, Putnam & Co., Importers. . . . .	Baghdad.
Blockey, Cree & Co., Importers . . . . .	Baghdad.
Cardwell Machine Co., Exporters . . . . .	Richmond, Va., U.S.A.
Chipman Limited, 10 Bridge St., . . . . .	New York, N.Y.
Chirin, Leon, M. E., Importer, Kenaadjian Han, Stamboul.	Constantinople.
Dizengoff, M., Importer . . . . .	Jaffa.
Draghi, Louis, Importer . . . . .	Adana.
Fairbank Co., The N. K., Exporters, 7 Dearborn St., . . .	Chicago, Ill. U.S.A.
Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg.,	New York City, U.S.A.



Frangakis, Ant. Ch., Importer . . . . .	Aleppo.
Fairbanks Co., Exporters . . . . .	New York City, U. S. A.
Goldenberg & Fils, David, . . . . .	Braila, Roumania.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, Importers, 8 Strada Lipsani . . . . .	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul . . . . .	Constantinople.
Loutfalla, Georges, Importer . . . . .	Adana.
Lykiardopoulos Fils, A., Importer . . . . .	Mersine.
Lynch & Co., Stephen, Importers . . . . .	Baghdad.
Messayeh, Joseph J., Importer . . . . .	Baghdad.
Messayeh, R. D., Importer . . . . .	Baghdad.
Tucker, Thos. C., Importer, Rue Perchembé Bazar, Galata . . . . .	Constantinople.
Zarifi, L., Importer, Hagopian Han, Galata . . . . .	Constantinople.

**Machine Tools.**

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

**Maize Oil.**

Corn Products Refining Co., . . . . .	New York, N. Y.
Gilchrist Walker & Co., . . . . .	Galata, Constantinople

**Manufactures.**

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

**Marbles.**

Grecian Marbles (Marmor) Ltd., Exporters . . . . .	Athens, Greece.
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**Mercantile Agencies.**

R. G. Dun & Co. . . . .	New York.
R. G. Dun & Co. . . . .	Vienna.

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

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

**Minerals.**

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



**Mother of Pearl.**

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

**Motor Boats and Motors,**

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

**Musical Instruments.**

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

**Nails (Wire).**

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

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



**Oils (Lubricating, etc.).**

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

**Oleo Oil.**

Amar & Cie., S., Importers, Validé Sultan Han, Stamboul . . . . .	Constantinople.
Artus, Henri, Importer . . . . .	Mersine.
Brazzafolli, Max, Importer . . . . .	Mersine.
Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifrat Han, Gal. . . . .	Constantinople.
Chachaty Bros., Importers . . . . .	Mersine.
Chrissafidès & Georgiadès, Importers, Galata . . . . .	Constantinople.
Cohen Mordoh & Cie., Importers . . . . .	Salonica.
Coufopoulos. D. G., 25 Buyuk Millet Han, Galata, . . . . .	Constantinople.
Frankfort, M., 200, Produce Exchange, . . . . .	New York.
Fulias & Cie., Importers, Abid Han, Galata. . . . .	Constantinople.
Hammer & Hirzel, Importers, Buyuk Yéni Han, Stamboul. . . . .	Constantinople.
Hug & Co., J., Importer . . . . .	Cairo, Egypt.
Juda & Salmona, Importers. . . . .	Salonica.
Matteossian, Leon, Importer, Tevekel Han, Galata, . . . . .	Constantinople.
Milischitsch, Ilija, Importer . . . . .	Belgrade, Servia.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata, . . . . .	Constantinople.
Mitrani, J., . . . . .	Adrianople.
Modiano & Cie., Levi V., Importers . . . . .	Salonica.
Molbo, Isaac, Importer. . . . .	Salonica.
Momdjian Bros, Importers . . . . .	Trebizond.
Navarro, Em. Is., Importers . . . . .	Salonica.
Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata, . . . . .	Constantinople.
Seefeldler, Hans, Importer . . . . .	Salonica.
Sourlangas Fils, E. N., Importers, Stamboul . . . . .	Constantinople.
Suftern & Co., Exporters, 90-96 Wall St. . . . .	New York City, U.S.A.
Tasartez & Barzilaï, Importers, Tohafdji Han, Stamboul. . . . .	Constantinople.
Tiano, Henri, Importer . . . . .	Salonica.
Xanthos, C., Importer, . . . . .	Salonica.
Zelveian, M & K., Importers . . . . .	Mersine.
Zarifi, L., Importer, Agopian Han, Galata, . . . . .	Constantinople.



**Olives and Olive Oil.**

Alazza, Dem. H., Exporter . . . . .	Mitylene.
Barff & Co., Ltd., P.G., Exporters, . . . . .	Smyrna.
Coulevas, M. & A., Exporters . . . . .	Piraeus, Greece.
Fidao & Co., F., Exporters. . . . .	Smyrna.
Gelat, David P., Exporter . . . . .	Jaffa.
Keun & Co., Alfred A., Exporters, . . . . .	Smyrna.
Reggio & Co., Ant., Exporters, . . . . .	Smyrna.
Whittall & Co., G., Exporters, . . . . .	Smyrna.

**Opium.**

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

**Optical Goods.**

Damiani, Barnabé, Importer, . . . . .	Jerusalem.
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**Otto of Roses.**

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

**Paper.**

Albemarle Paper Manufacturing Co. . . . .	Richmond, Va.
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**Paint and Varnishes.**

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

**Perfumery.**

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

**Petroleum.**

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



**Physicians and Dentists.**

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

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

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

**Pistachio Nuts.**

Barsamian, Hagop, Exporter . . . . . Aleppo.

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

Matteossian, Leon, Importer, Tevekkel Han, Galata . . . Constantinople.  
 United States Steel Products Co., Exporters, 30 Church St., New York City, U. S. A.

**Plumbing Fixtures.**

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

**Playing Cards.**

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

**Printing Paper.**

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

**Pumps.**

Altitzoglou Fils, J., Importers . . . . . Mersine.  
 Avedissian & Kechichian, Importers . . . . . Adana.  
 Damien. Joseph, Importer, . . . . . Baghdad.  
 Flint & Walling Mfg. Co., Exporters . . . . . Kendallville, Indiana, U. S. A.  
 Frangakis, Ant. Ch., Importer . . . . . Aleppo.  
 Frangakis & Sinyosoglou, Importers . . . . . Adana.  
 Loutfalla, Georges, Importer . . . . . Adana.  
 Matteossian, Leon, Tevekel Han, Galata . . . . . Constantinople.  
 Mouradyan Frères, P.J., Importers, Rue Mahmoudié, Galata Constantinople.  
 Rumsey & Co. Ltd., Exporters . . . . . Seneca Falls, N. Y., U.S.A.

**Razors & Blades.**

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

**Road Making Machinery.**

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

**Rubber Glass.**

The Angier Mills, Manufacturers and Exporters. . . . . Ashland, Mass., U.S.A.

**Rubber Goods.**

Varbetian, L. & L., Importers. . . . . Smyrna.  
 Damiani, Barnabé, Importer . . . . . Jerusalem.  
 Hananel, N. B., Importer, Xanthopoulo Han, Stamboul. . Constantinople.  
 Hindie Frères, Importers. . . . . Aleppo.  
 La Fontaine Bros Ltd., Importers, Gulbenkian Han, Stam. Constantinople.

**Safes.**

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



**Saw Mill Machinery.**

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

**Sesame Seed.**

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

**Sesame Seed Oil.**

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

**Sewing Machines.**

Kevork Skender, K. & D., Importers. . . . . Baghdad.  
Lambichi, M. E., Importer. . . . . Smyrna.  
Sadullah & R. Levy, Importers, Mahmoud Pacha, Stamboul, Constantinople.  
Singer Manufacturing Co., Importers . . . . . Constantinople.  
» » » » . . . . . Cairo, Egypt.

**Shipping Agents.**

Achaia S.S. Co., Ltd., . . . . . Patras, Greece.  
Agranti, Victor, Yeni Han, Sirkedji, Stamboul. . . . . Constantinople.  
Alevra, D. G. . . . . Smyrna.  
Anglo-American Nile Navigation Co., . . . . . Cairo, Egypt.  
Archipelago American Steamship Co. . . . . Smyrna.  
» » » » . . . . . Constantinople.  
Artus, Jean . . . . . Mersine.  
Barff & Co., Ltd., P. G. . . . . Smyrna.  
Cunard Steamship Co., Tchinili Rihtim Han, Galata, . . . Constantinople.  
Curmusi, Theo. N., Tchinili Rihtim Han, Galata, Agent  
for Austro-American S.S. Line & Achaia S. S. Co., . Constantinople.  
Eliades & Mouka, . . . . . Smyrna.  
Farwagi, E., & Fils . . . . . Jaffa.  
Fli Cauchi, . . . . . Salonica.  
Hancock & Wood . . . . . Patras, Greece.  
Hochstrasser & Co., . . . . . Samsoun.  
Hoffmann, S. & W. . . . . Belgrade, Servia.  
Keubler, Jona. . . . . Jaffa.  
Loughton & Co., 42 Perchembé Bazar, Galata, . . . Constantinople.  
Louisides & Co., P. J., . . . . . Larnaca, Cyprus.  
Marassoglou, V., Arabian Han, Galata, . . . Constantinople.  
Mavrommati, André, . . . . . Mersine.  
Maulwurf, E., . . . . . Salonica.  
Messageries Maritimes . . . . . Cairo, Egypt.  
M. Mewes, General Agent for Norddeutcher Lloyd, Rue  
Charab Iskelessi, 7-9, Galata . . . . . Constantinople.  
Molho, Isaac, . . . . . Salonica.  
Nahama & Co., . . . . . Salonica.  
Palassoff, M.P., . . . . . Ordou.  
Petsaly, S. . . . . Alexandria, Cairo & Port-Said, Egypt.  
Philippou, A., . . . . . Janina, Albania  
Phostiropoulo Frères, . . . . . Trebizond.  
Rees & Co., Ltd., T. Bowen, . . . . . Smyrna.  
Reppen, Theo., Arabian Han, Galata. . . . . Constantinople.  
Schenker & Co., . . . . . Belgrade, Servia.  
Seager & Co., Walter, Tchinili Rihtim Han, Galata, . . Constantinople.  
Theodoridi & Co. . . . . Braila. Roumania.



Turnbull, Jr., & Somerville, . . . . .	Valetta, Malta.
Whittall & Co., C., . . . . .	Smyrna.
Yannoulato, Ant. G., Abid Han, Galata, . . . . .	Constantinople.

**Ship Chandlery.**

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

**Shoe Polishes (Polishing Sets, etc.)**

Shinola Co., Manufacturers & Exporters. . . . .	Rochester, N.Y. U.S.A.
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Belart Lanz, F., Exporter, Ihsan Bey Han, Stamboul, . . . . .	Constantinople.
Fulias & Co., Exporters, Abid Han, Galata . . . . .	Constantinople.
Mitrani, Joseph, Exporter, . . . . .	Adrianople.
Sayegh & Fils, A. P., Exporters, . . . . .	Alexandretta.
Zehnder, J.U., Exporter, Kendros Han, Stamboul, . . . . .	Constantinople.

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Samuel Winslow Skate Manufacturing Co., Exporters, . . . . .	Worcester, U. S. A.
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Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul . . . . .	Constantinople.
Austro-Oriental Trading Co., Ltd., Exporters, . . . . .	Baghdad.
Blattner, Andrew . . . . .	Constantinople.
Chachaty Frères, Exporters, . . . . .	Mersine.
Damien, Joseph, Exporter . . . . .	Baghdad.
Parsegh G. Essefian, Exporter, Sirkedji, Stamboul, . . . . .	Constantinople.
Fresco, Fils d'Aslan, Exporters, Ladjivert Han, Galata . . . . .	Constantinople.
Hannania & Son Showa, Joseph, Exporters, . . . . .	Baghdad.
Hecht, Emil, Importer & Exporter, Angora Han, Stamboul, . . . . .	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .	Constantinople.
Jeboury, Beythoum, Exporter, . . . . .	Baghdad.
Kasbarian, N., Buyuk Kiritli Pasha Han, Stamboul. . . . .	Constantinople.
Langridge, F.F., Exporter, . . . . .	Baghdad.
Lynch & Co., Steven, Exporters, . . . . .	Baghdad.
Mahokian, A., Exporter, . . . . .	Trebizond.
Manuelian, H., & Co., Exporters . . . . .	Mersine.
Maulwurf, E., Exporter, . . . . .	Salonica.
Messayeh, Joseph J., Exporter, . . . . .	Baghdad.
Modiano, Saul Is., Exporter, . . . . .	Salonica.
Nemli Zadé Frères, Exporters, . . . . .	Trebizond.
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Pesnikidis, P., Exporter . . . . .	Salonica.
Sarfati, Joseph, Exporter, Rezvan Han, Stamboul, . . . . .	Constantinople.
Schamasch, Gourgie & Co., Exporters . . . . .	Baghdad.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul, . . . . .	Constantinople.
Stone, Timlow & Co., . . . . .	Boston, Mass., U.S.A.
Xanthos, C., Exporter, . . . . .	Salonica.

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Errera, Isaac G., Importer, . . . . .	Salonica.
Loir, Edouard, Importer . . . . .	Beirut.



Modiano Frères & Fils, Isaac, Importers, . . . . .	Salonica.
Modiano & Co., Levy V., Importers, . . . . .	Salonica.

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Errera, Isaac G., Importer, . . . . .	Salonica.
Gilchrist Walker & Co., . . . . .	Galata, Constantinople

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

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Goldenberg & Fils, David, . . . . .	Braila, Roumania.
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**Telegraph Service.**

Western Union Telegraph & Cable Company, . . . . .	New York City, U.S.A.
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Remington Typewriter Co., . . . . .	New York, N.Y.

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Navarro & Mijan, Importers, . . . . .	Salonica.
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Artus, Henri, Exporter . . . . .	Mersine.
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Langridge, F. F., Exporter . . . . .	Baghdad.
Lynch & Co., Stephen, Exporters, Baghdad . . . . .	Baghdad.
Marcopoli & Co., V., Exporters . . . . .	Aleppo.
Manachy, Lorenzo C., Exporter . . . . .	Aleppo.
Manuelian, H., & Co., Exporters . . . . .	Mersine.
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Messayeh, R. D., Exporter . . . . .	Baghdad.
Modiano, Saül Isaac, Exporter . . . . .	Salonica.
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Palassoff, M., Exporter . . . . .	Ordou.
Pesnikidis, P., Exporter . . . . .	Salonica.
Sarfati, Joseph, Exporter . . . . .	Salonica.
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Zelveian, M. & K., Exporters . . . . .	Constantinople.

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Bowen, Marcellus, Agent, American Bible Society . . . . .	Constantinople.
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Brill, A. . . . .	Jaffa.
Calvert, F. R. J. . . . .	Dardanelles.
Chester, A. T., Ottoman-American Development Co. . . . .	New York, N. Y., U.S.A.
Damon, Theron J., Journalist . . . . .	Constantinople.
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Doucarelis, Aristides M., . . . . .	Mitylene.



Efstratiou, Apostolos. . . . .	Mitylene.
Gates, C. F., President, Robert College. . . . .	Constantinople.
Grech, Alfred R. . . . .	Dardanelles.
Heisman, Sam. . . . .	Jaffa.
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Jackson, Jesse B., American Consular Service . . . . .	Aleppo.
Jewett, Milo A., American Consular Service . . . . .	Kehl, Baden, Germany.
Lapin, Aaron . . . . .	Jaffa.
Lapin & Hurwitz . . . . .	Jaffa.
Macdonald, P. N., Vacuum Oil Co.,. . . . .	Cairo, Egypt.
Masterson, William W., American Consular Service . . . . .	Harput.
Memminger, Lucien, American Consular Service. . . . .	Paris.
Mousalas, Basil, A. . . . .	Mitylene.
Moussa & Co., Selim, . . . . .	Jaffa.
Murray, Wm. E., American College for Girls . . . . .	Scutari, Constantinople.
Nathan, Edward I., American Consular Service . . . . .	Mersine.
New London Business Men's, Association. . . . .	New London, Conn., U. S. A.
Odell, Ralph, M., U. S. Commercial Agent . . . . .	Washington D.C., U.S.A.
Peet, W.W., Treasurer, American Missions. . . . .	Constantinople.
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Sachs, E. . . . .	Rehoboth, Jaffa.
Sachs, M., . . . . .	Rehoboth, Jaffa.
Sourlangas, Stylianos E. . . . .	Mitylene.
Summers, Maddin, American Consular Service . . . . .	Belgrade, Servia.
Vassiliou, Pittacos . . . . .	Mitylene.
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Alexandria . . . . .	4	Konia . . . . .	1
Athens . . . . .	9	Malta . . . . .	1
Baghdad . . . . .	30	Mersine . . . . .	19
Beirut . . . . .	50	Mitylene . . . . .	8
Brussa . . . . .	1	Patras . . . . .	6
Bulgaria . . . . .	1	Roumania . . . . .	4
Cairo. . . . .	26	Salonica. . . . .	56
Constantinople. . . . .	110	Servia . . . . .	6
Crete . . . . .	1	Smyrna. . . . .	51
Cyprus. . . . .	1	Trebizond . . . . .	26
Dardanelles . . . . .	2	United States of America . . . . .	79
France. . . . .	1	Total. . . . .	556



## Index to Contents.

	Pages
International Law in its Relation to Interstate Commerce . . . . .	3
Dans le Domaine de l'Electricité . . . . .	14
Cairo Branch—American Chamber of Commerce for the Levant . . . . .	18
The Financial Situation in Egypt . . . . .	20
Le Commerce de Coutellerie Anglaise supplanté . . . . .	25
Commercial Report from Crete . . . . .	26
Farming in the Dardanelles District . . . . .	28
✓ Minerals Deposits of Bulgaria . . . . .	29
Scarcity of Tonnage to Foreign Ports . . . . .	32
American Coal in Egypt . . . . .	34
Les Automobiles Américaines au Durbar . . . . .	34
Agriculture in the Region of Merzifoun . . . . .	36
Etats-Unis et Turquie . . . . .	44
Smyrna Branch—American Chamber of Commerce for the Levant . . . . .	50
Les Chaussures Américaines en Europe et en Orient . . . . .	52
Patras . . . . .	56
Items from Aleppo, Syria . . . . .	59
Advertising Rates in <i>Levant Trade Review</i> . . . . .	64
American Trade in Greece . . . . .	66
The Leather Trade of Greece . . . . .	72
Annual Declared Exports from Athens to the United States of America . . . . .	74
Annual Declared Exports from Patras to the United States of America . . . . .	76
Cotton Goods in Servia . . . . .	76
Visit to Salonica . . . . .	88
Growth of the Chamber . . . . .	88
Our British Bretheren . . . . .	90
Conditions in Konia . . . . .	90
Notes from Albania . . . . .	94
The America-Levant Line . . . . .	96
Hon. W. Stanley Hollis . . . . .	97
Beirut Branch—American Chamber of Commerce for the Levant . . . . .	97
Salonica Branch—American Chamber of Commerce for the Levant . . . . .	98
Our New Secretary . . . . .	100
U. S. leads in Machinery . . . . .	101
The Columbia Ottoman Society . . . . .	101
Le Congrès de Boston . . . . .	102
Mr. Leon Chirin . . . . .	102
La Chambre de Commerce Française de Constantinople . . . . .	103
The Near East . . . . .	103
A Correction . . . . .	103
Personalia . . . . .	103
Books Received . . . . .	104
Off to Boston . . . . .	104

## Index to Illustrations.

His Highness Abbas II, Khedive of Egypt . . . . .	19
Pyramids and Sphinx, Ghiza, Egypt . . . . .	20
Scene in an Egyptian Village . . . . .	22
View of the Harbor of Candia, Crete . . . . .	26
A Street in Cairo . . . . .	34
Plowing in Merzifoun District . . . . .	38
Conveying the Wheat to the Threshing Floor . . . . .	42
Reaping in Palestine . . . . .	60
Athens, University . . . . .	66
Athens, Acropolis . . . . .	70
New Building of Habicht, Braun & Co., New York, N. Y. . . . .	83
Wine Cellars of Baron Rothschild in Rishon, Palestine . . . . .	90
Kiosk of the Seldjoke, Ala ed-Din, Konia . . . . .	92