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Levant Trade Review

PUBLISHED BY THE
American Chamber of Commerce for the Levant.

Le Programme de la Chambre

Convaincue qu'aussitôt après le rétablissement de la paix, les relations commerciales et financières entre les Etats Unis d'Amérique et les pays du Proche Orient (Egypte, Grèce, Turquie, Bulgarie, Serbie et Roumanie) prendront une extension jusqu'ici insoupçonnée — pourvu que des mesures appropriées tendant à favoriser ce développement soient prises à temps, L'AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT a adopté la déclaration suivante des buts à atteindre en invitant, par la même occasion, les intéressées à se faire admettre comme membres de la Chambre de Commerce, sans perdre de temps, afin que la réalisation de ses projets soit assurée d'une manière rapide et efficace.

La Chambre de Commerce Américaine considère utiles et nécessaires : —

- 1). L'établissement d'un service direct et régulier de communications maritimes entre l'Amérique et les ports principaux de la Méditerranée Orientale et de la Mer Noire.
- 2). La création de succursales des banques nationales américaines pour les opérations d'escompte, de placement de capitaux et de crédit, dans les centres commerciaux du Proche Orient.
- 3). La conclusion de traités régissant l'échange de colis-postaux entre les Etats-Unis d'Amérique et ceux des pays du Proche Orient qui n'ont pas encore de telles conventions avec les Etats-Unis.

- 4) La fondation d'Agences Dun ou Bradstreet dans les centres commerciaux du Levant et des Balkans, en relations directes avec leurs sièges d'Amérique.
- 5). La création d'une Agence régulière et bien organisée de L'ASSOCIATED PRESS, ayant ses correspondants dans les principaux centres du proche Orient.
- 6). Le placement de capitaux américains — dans les pays du Proche Orient — pour le développement des richesses naturelles et des entreprises des travaux publics ainsi que l'emploi par les gouvernements respectifs, d'ingénieurs, d'experts, et de techniciens américains
- 7). La création par les industriels américains sur les principaux marchés du Levant et des Balkans d'agences indépendantes, système de beaucoup préférable à celui qui fait dépendre actuellement le Proche-Orient des agences générales pour toute l'Europe, telles qu'elles existent aujourd'hui à Londres, Hambourg et Paris
- 8). La révision des différents tarifs prévus par les lois des pays du Proche Orient et des Etats Unis, afin d'éliminer les entraves qui gênent actuellement les échanges commerciaux entre ces pays.
- 9). L'institution de bourses pour les étudiants du Levant et des Balkans devant servir à leur permettre de compléter leurs études dans les Collèges de commerce et d'industrie des Etats Unis.
- 10). Les visites réciproques des commerçants des contrées des Etats Unis et du Levant ainsi que les Balkans.

Afin d'atteindre ces résultats nous nous proposons de continuer, en les intensifiant, nos efforts sur la voie suivie jusqu'ici par notre Chambre de Commerce. Nous nous proposons d'organiser de nouvelles sections de notre Chambre de Commerce tant en Proche Orient qu'en Amérique, et de maintenir un état de coopération constante et intime avec LA CHAMBRE DE COMMERCE DES ETATS UNIS D'AMÉRIQUE. Plus tard, et aussitôt que nos moyens financiers nous le permettront, nous comptons :

- 1). Convertir la LEVANT TRADE REVIEW en une publication mensuelle.
- 2). Créer un bureau à New York sous les ordres d'un secrétaire permanent afin de faire progresser les intérêts de notre Chambre de Commerce en Amérique.

American Trade Drive in the Near East.

THERE can be no question that as soon as peace once more gladdens the earth, the foreign trade of the United States, setting war business aside, will enjoy, for half a dozen years at least, an unexampled boom. The expansion will embrace the entire world but be especially noticeable in countries where American trade, prior to the war, was a negligible quantity, such as those of the Eastern Mediterranean and the Black Sea. Egypt, Turkey, Greece, and the Balkan States are likely to soon play a part in American export trade similar to that now played by the Red Sea in our cotton goods trade. Should American capital, under *post bellum* conditions, find sufficient protection in these regions to become freely invested in the development of natural resources and public utilities, our trade might easily become the dominant factor in the economic life of the countries of the Near East.

As things stood before the war, our country bought from the Near East some \$50,000,000 worth of raw material, including cotton, tobacco, opium, skins, wool, licorice root, and foodstuffs such as dried fruits and nuts, and minerals such as chrome and emery. We sold direct to the Near East some \$7,000,000 of sundry articles, none of which except oils (mineral, vegetable and animal) cut any particular figure in the markets. Our former business in cotton textiles had shrunk before Italian, Austrian and British competition. American leather and hardware reached the markets of the Levant indirectly, subject to the pleasure of London and Hamburg brokers. The normal yearly imports of the nations of the Near East, prior to the war, amounted to some \$500,000,000.

The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT was organized in March 1911, through the initiative of Mr. G. Bie Ravndal, the American Consul General in Constantinople, for the purpose of turning, if possible, this adverse trade balance into one favorable to the United States. The Chamber, in spite of four wars, covering almost the entire period of its existence, has grown to a membership of 600 of whom the majority are prominent merchants, bankers and shipping agents established in the commercial centers of the Balkans and the Levant. The Chamber has 127 members in the United States, manufacturers, exporters and importers interested in the markets of the Near East. This ratio of 5 to 1, of course, is only provisional. After the

war it certainly will be reversed, i. e. the membership from America will undoubtedly take the lead.

The Chamber's success in the Levant may be ascribed to

- 1) consular teamwork under the inspiration of Mr. Carr, Director of the American Consular Service, and of the former Consular Inspector, Mr. Gottschalk
- 2) devotion to America in consequence of ties formed by emigration and the educational and charitable work carried on by American philanthropists, and a growing feeling that America will soon be called upon, in a very special measure, to serve the commercial and financial needs of the Near East.

The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT was the first commercial organization outside the United States to join the CHAMBER OF COMMERCE OF THE UNITED STATES. It recently was incorporated under the laws of the District of Columbia through the public = spirited co-operation of Dr. Edward Ewing Pratt, Chief of the Bureau of Foreign and Domestic Commerce. It publishes an illustrated quarterly magazine of some 125 pages, entitled "LEVANT TRADE REVIEW", to which is attached a most valuable trade directory.

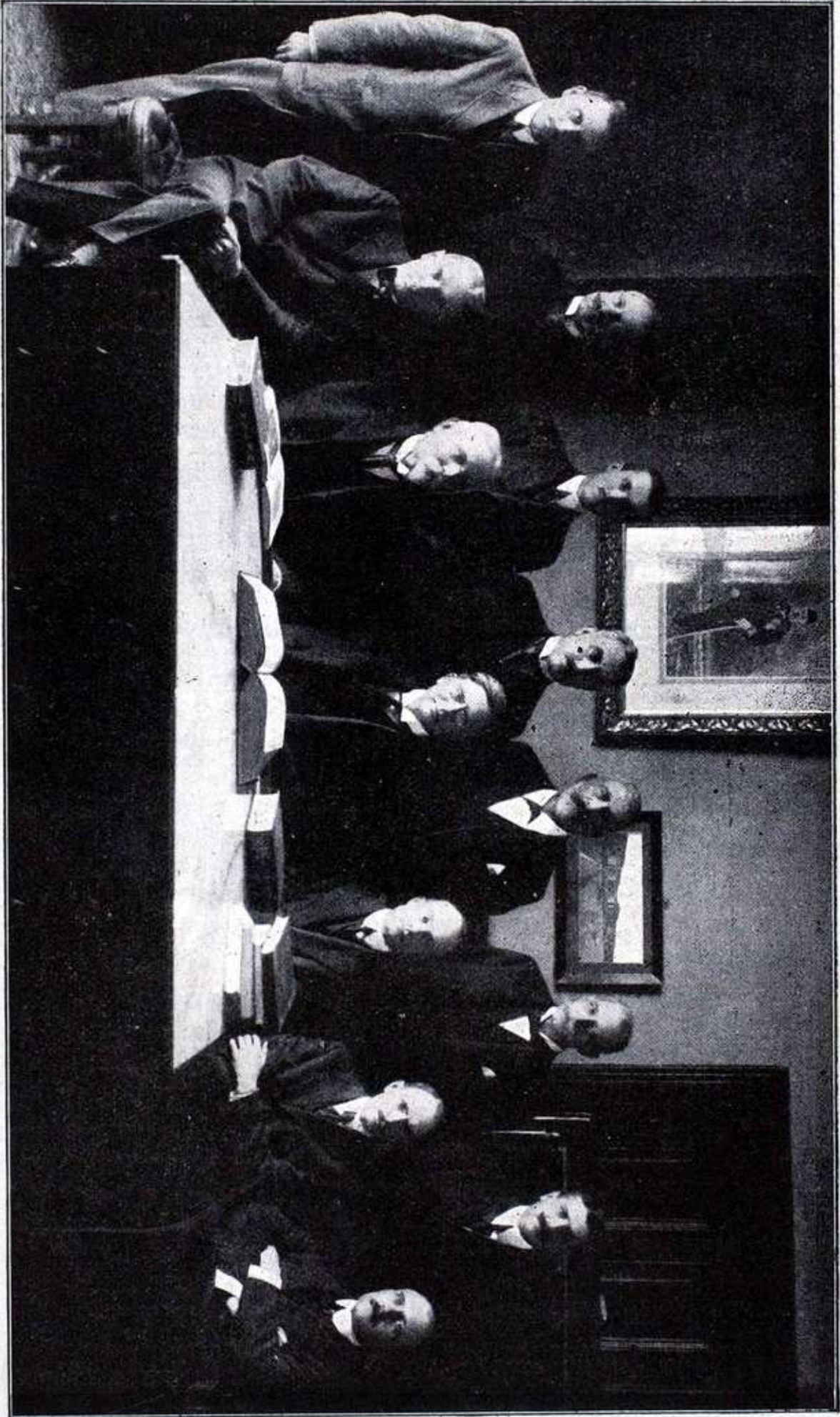
Several directors of the Chamber are absent from headquarters, more or less owing to the war. In the accompanying photograph, the lower row comprises Dr. Montgomery, Second Vice-President; Mr. Gunkel, President; Mr. Ravndal, Honorary President; Mr. Wirth, First Vice-President; Mr. Damon, Secretary; Mr. Constantinidi. Those standing are Messrs. Tompkins, Curmusi, Heck, Arsen, Reppen, Lebet and Mandil.

As most recently formulated the Chamber's platform reads as follows:

Fully convinced that the commercial and financial relations between the United States of America and the countries of the Levant (Egypt, Greece, Turkey, Bulgaria, Serbia and Roumania) will expand immediately after the war in a manner hitherto not deemed possible, provided adequate measures be taken in time to facilitate this expected extension, the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT has adopted the following declaration of aims and purposes and invites all interested parties to join the Chamber without delay in order that these plans may be promptly and effectively realized.

We consider both desirable and necessary:

- 1) The establishment of direct and regular steamship communications between America and the principal ports of the Eastern Mediterranean and the Black Sea.
- 2) The establishment of branches of American national banks, for discount and investment and credit purposes, in the commercial centers of the Near East.



Board of Directors of American Chamber of Commerce for the Levant, 1916.

- 3) The establishment of parcel post treaties between the United States and such countries of the Near East as have as yet no parcel post convention with the United States.
- 4) The establishment of Dun or Bradstreet agencies in the principal centers of trade in the Levant and the Balkans in direct relation with their home offices in America.
- 5) The establishment of a full-fledged ASSOCIATED PRESS bureau in Constantinople with correspondents at leading points throughout the Near East.
- 6) The investment of American capital in the countries of the Levant and the Balkans for the development of natural resources and public utilities, and the employment of American technical skill, engineers and other experts, by the governments of these countries.
- 7) The opening by American manufacturers of direct commercial agencies in the trade centers of the Levant and the Balkans in preference to the present system under which it is attempted to serve the Near East through general agencies for all of Europe such as those now existing in London, Hamburg and Paris.
- 8) The revision of various tariff schedules in the laws of the countries of the Near East and in those of the United States in order that certain obstacles now hampering trade between these sections may be removed.
- 9) The founding of scholarships for students from the Levant and the Balkans to be educated in commercial and industrial schools and colleges in the United States.
- 10) The interchange of commercial visits between the United States and the Levant and the Balkans.

In order to attain these ends we propose to continue and intensify our efforts along the lines hitherto pursued by the Chamber, including the organization of further Sections of our Chamber and additional Branches in the Levant as well as in America; closest possible co-operation with the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA, and furthermore, as soon as our financial means permit of such an advance:

- 1) To convert the LEVANT TRADE REVIEW into a monthly publication.
- 2) To maintain in New York a permanent Secretary with office and such clerical help as may be necessary to properly promote the interests of our Chamber in America.

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The Future of Constantinople.

IT is reported that when in 413 A. D. Theodosius II built the walls of Constantinople he excited much ridicule by the optimism which he displayed regarding the future expansion of the city. Considerable expanse of open space remained between the walls and the outskirts of the city proper, hence the questionings of the Emperor's sound judgment on the part of even his best friends and loyal courtiers. Theodosius, however, was destined to experience the coveted joy of laughing last, for in his own lifetime the city grew not only to fill the entire area enclosed but extended well beyond the walls built for its defense.

This phenomenal growth was the direct result of one of the waves of prosperity which have periodically swept over the city, each one elevating it to a higher place than the preceding. It was another such a period of commercial success in the Middle Ages that prompted all Europe to seek favor at the Byzantine court. The Italian cities flourished because of the same forces which made Constantinople great. It was for this reason that the Venetians and others sought to entrench themselves in the East, first by diplomatic means, later by intervention in the domestic affairs of the city on the Bosphorus. Each period of prosperity has been followed by one of comparative depression, or more correctly stated: the times of decline and dullness have invariably been the forerunners of greater advances in power and prestige. Were the history of the city to be traced in the form of a graph, the line of growth would resemble the temperature chart of an intermittent fever patient. It is a common saying that history repeats itself. This retracing of the paths traversed in the past is not a mere mechanical repetition but it results from the recurrence of similar causes which to a superficial observer are not always apparent. History does repeat itself when there is a recurrence of similar causes.

The greatness and the influence of Constantinople has always been due to its highly favored position. Located at the point where trade routes between the East and the West converge, she has become the market place of the world, where the wares of the remotest corners of the earth have been offered for sale. As these great commercial thoroughfares have been perfected, Constantinople has grown. When traffic has been interrupted or diverted, the commercial prestige of the city has waned, at any rate ceased to advance.

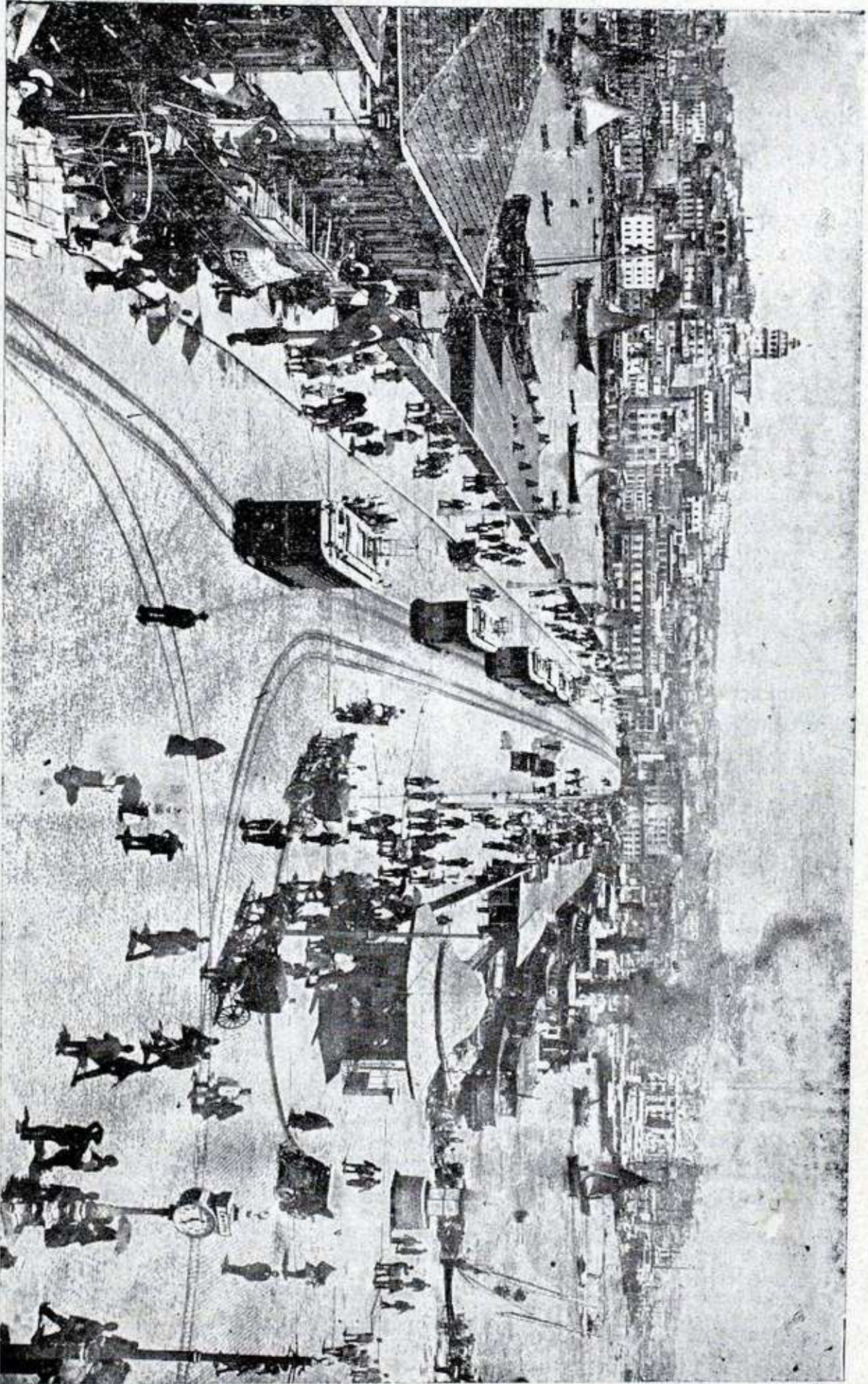
Historians disagree as to the motives which stimulated interest in the discovery of the Cape of Good Hope route to India. The fact is that the opening of the southern all-sea line of traffic coincided with the first marked decline in the commercial importance of Constantinople. After a period of slow recovery there came another, a severer blow;

resulting from the opening of the Suez Canal, by which communication between India and north-western Europe was materially improved, thus placing at still greater disadvantage the road which ran via Constantinople.

Constantinople declined because of the discovery of quicker, cheaper and safer means of transporting the products of Europe to Asia and those of the East to the West. At best the long distance traffic of mediaeval times was limited to commodities of great value in proportion to weight and bulk. They were the only ones that could "stand the cost". Through steamship transportation, even sailing boats, could carry advantageously even heavy and bulky goods with greater speed than was possible by the old method of land transport for spices, silks and similar merchandise. Hence the caravan routes across the steppes of Central Asia fell into disuse, and for a time the city on the Golden Horn played but a secondary part in the great international movements of commerce and trade.

In the last decade of the nineteenth century a reaction set in. In 1888 Constantinople was linked with western Europe by a railroad line. Almost at the same time, steps were taken with a view to extending a similar steel arm in the opposite direction, thus again establishing a more intimate relation between the East and the West than other lines could provide. Notwithstanding the interruptions of the war, the project has been pushed, and ere long the Bosphorus-Bagdad Express will traverse the Asiatic continent as the Balkanzug binds up the Levant with the North Sea and the Atlantic Ocean. Once more an advance will have been made in providing transit between northwestern Europe and the lands of Southern and Central Asia. Again Constantinople will stand as a half way house at the meeting place of the road between the Atlantic and the South Seas.

The greatest advantage of the city has lain not exclusively in her favorable land situation, nor her maritime position, but in a combination of the two. She has always stood as a guardian over the traffic passing up and down the Bosphorus between the Mediterranean and the Black Sea; of that importance nothing could rob her. But now, while land communications are being extended on a large scale, plans are being formulated to increase still further the volume of shipping passing under the shadows of the minarets of Stambul. By means of a series of canals, it is proposed to connect the Danube with the rivers of northern Europe, thus placing the North Sea and the Baltic into direct water communication with the waters of the Levant. It is expected at two points to join the Mediterranean basin with that of the Atlantic: the Danube-Elbe Canal and another canal which will connect the upper reaches of the Danube with the Rhine. As to the practicability of the project there is little ground for doubt. It needs merely to be pointed out that the Elbe is navigable for a considerable distance in Austrian territory while boats ascend the tributaries of the



Galata Bridge (Constantinople)

Photo Sebah & Joaillier

Danube as far as Ulm on the Bavarian-Württemberg frontier. The rivers are to be deepened and canals constructed to accommodate steamers of 1,000 tons burden.

The significance of the proposed innovation becomes apparent when it is pointed out that 90 % of the traffic of the Aegean and the Eastern Mediterranean is carried on by means of vessels registering 800 tons or less. Since the outbreak of the war, the field of operation of these small boats has been greatly extended; they have frequently ventured as far as Barcelona and the ports of North Africa. The frequent sailing and many stops give these small boats a great advantage over the larger steamers, being especially adapted in that particular to the needs of the traffic of the Near East.

It cannot be questioned that the execution of such a project as this would prove of the greatest importance to the city of Constantinople. It may well be that the inauguration of the new connections would produce a result similar to those accruing from the Mediaeval boom of the Levant trade. As at that time the population of the city overflowed the limits of the peninsula of Stambul and established settlements on both shores of the Bosphorus, so it may well be that in the near future the existing port accommodations may become so inadequate that the construction of new and greater works will become a necessity. The shipping facilities are not all that could be desired, even as measured by the demands of present day needs. But this lack need not obstruct the growth and expansion that seems to be scheduled for the future.

In connection with the discussion of the feasibility of remedying the deficiency of shipping accommodations, it has been proposed to supplement the existing harbor works by the construction of a large port on the Sea of Marmara at Vlanga, near station Psamatia. It has been determined that the contour of the land is favorable to the execution of such a scheme. And elaborate plans have been drawn up (*Zeitschrift für Technik und Industrie in der Türkei*, November 1916). Such works would not only relieve the congestion of the Golden Horn and the lower Bosphorus, but would also solve the problem of providing space for much needed warehouses and satisfactory terminal railroad facilities for the European railroad lines.

At such a time as the present when the whole civilized world is in the crucible, it is only an audacious spirit that will venture into the field of prophesy. Indications, however, justify the belief that in the coming re-adjustment of interests and lines of communication, Constantinople will experience a new impetus in commercial activity. She will rise in importance for she seems to be destined to be more than the port for Asia Minor and the southern point of the Balkan Peninsula. The city on the Bosphorus will enjoy more than ever the position of an emporium where the business men from all the corners of the earth meet, and where the products of three continents are offered to the world.

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SMYRNA

American Commercial Organization.

AT the suggestion of Mr. Juléan H. Arnold, Commercial Attaché of the United States in Eastern Asia, a China Club has been organized by professional and business men in Seattle to aid in the promotion of trade with the Orient. Mr. Arnold believes that Seattle has a wonderful future in trade with the Far East; that no other city is as well situated and as well favored to take the initiative in promoting a good understanding and in building up trade between the two countries. It is his conviction that the Chinese understand America better than America understands China. Hence the necessity of trying to inculcate here a better knowledge of China as an essential foundation for the promotion of business. All this is very much to the point and suggests work in the right direction. The example set by Seattle is one which may well be followed by other cities on the Pacific Coast. But it should be obvious that the effort to bring China and the United States into more intimate commercial relations is one that must take on national proportions to achieve any lasting result. The local club has its undoubted uses, but the larger movement, dependent as it must be on conditions of national policy and the attitude of American investors to Chinese loans, must derive its strength and impulse from such an organization as the American Asiatic Association. The influence of this Association can be considerably broadened by the multiplication of local societies having objects in common with it, and whose activities might fitly be co-ordinated through regular correspondence with the central body. It is certain that through this body they could most effectively convey information and counsel to the President and Congress, as well as to the manufacturers, merchants, and bankers of the United States.

The above is a quotation from the October issue of "The Journal of the American Asiatic Association". It affords us pleasure because it shows that the idea of branches or sections in America of American chambers of commerce abroad, which principle has been constantly advocated in the *LEVANT TRADE REVIEW*, is gaining ground. To our mind, the American Asiatic Association should have its principal office in Shanghai instead of New York, joining hands with the budding American chamber of commerce in the Chinese metropolis. It is more important to the President and the Congress as well as to the manufacturers, merchants and bankers of the United States to have first hand knowledge of affairs in China — which can only be had if the headquarters of the movement is located in the foreign field — than to be prodded by a home organization. If the branches or sections in America of the American chamber of commerce in the foreign field can form a national organization — good and well. But the principal seat of the entire movement should be in the heart of the foreign field.

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**COTTON DUCK, DRILLS, TWILLS,
SHEETINGS.**

Particular attention paid to Export Packing.

American business men have nothing to learn more essential than to give up their traditional "stay at home policy" and to get out into the wilds and hustle.

On the other hand, it is of vital importance that the American organization abroad should be supported by affiliated organizations at home, acting in the spirit of the policy of the central body which derives its inspiration from the exigencies of the situation abroad, in the very midst of which it is operating and conducting its campaign. There should be China Clubs formed not only in Seattle, but also in Tacoma, Portland and San Francisco, nay even in Chicago, St Louis and New Orleans, and in Boston, New York, Philadelphia and Baltimore. In our opinion, these clubs should be formed within the confines of chambers of commerce already existing and as subdivisions thereof. If they find it necessary or desirable to have a national organization, the latter might be constituted as a Far Eastern Division of the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA.

In this way, the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT would like to see also the Near Eastern movement organized.

“The American Textiles Export Corporation.”

We find the following in the *TEXTILE WORLD JOURNAL*, published in New York:

FORMAL announcement has been made of the organization of the American Textiles Export Corporation. E. S. Twining, Jr., is president and treasurer; J. Gilbert Jones, secretary; Jas. R. Mac Coll, of the Lorraine Manufacturing Co., Providence, R. I.; Robert I. Barr, of the Chase National Bank, and Edmund S. Twining, of Clarence Whitman & Co., the executive committee. This corporation has been organized for the purpose of distributing American textiles in all markets at reduced cost.

“Agencies have been established in Manchester, Havana, Buenos Aires, Valparaiso and Manila, where representatives conversant with the language and customs of the people in these trade centers are located. Representatives have also been secured to cover all sections of Central and South America, West Indies, Australia and many eastern countries. The European markets will be represented through the Manchester office. It has been reported that this corporation already represents a large clientele of manufacturers, and that further accounts are being solicited.

“A charter of incorporation was granted some time ago to Edmund S. Twining, J. Gilbert Jones and Robert F. Conley, with a capital of \$500,000. There has been considerable comment in the market as to the plans of the corporation, which are believed to be extensive, but which have not yet been made public in detail. E. S. Twining, Jr., was formerly connected with the export department of Clarence Whitman & Co. J. Gilbert Jones was also connected with that commission house and Edmund S. Twining is at present its active merchandise head. The New York offices of the American Textiles Export Corporation are at 45 Leonard Street, as are those formerly occupied by the export department of Clarence Whitman & Co. The new concern, however, is reported to be a separate organization and not affiliated with the commission house.

“During the last year extensive interest in exporting cotton goods has been evidenced in the market, and the need of a concern thoroughly conversant with cotton goods manufacturing and methods of exporting has been emphasized by those most desirous of developing this branch of the trade. Reports from foreign countries have stated that the chief impediment in the way of American exporters is the method of presentation. The American Textiles Export Corporation seems to be in a position to fill the long-felt want, and the trade is awaiting with interest further developments and announcements.”

In comment on the above, it is rather surprising to find no reference neither to the Levant, nor to the Balkans, nor to the Red Sea. In reference to the cotton goods trade in Turkey, we wish to quote as follows from the last annual report of Consul General Ravndal:

“Cotton textiles occupy first rank among Turkey’s imports, and Great Britain has in the past enjoyed a long lead over all competitors in this trade.

Whether British, German, Austrian, and Italian manufacturers will be prepared later to supply Turkish needs in the matter of cotton textiles remains to be seen. It is likely that, owing to the inevitably disorganized condition both of their plants and the labor market, it will be some time before they will be in position to supply these needs. It seems, therefore, that there will be a period of time immediately following the conclusion of peace when American cotton goods manufacturers will have the first call and, in consequence, their greatest opportunity to establish themselves in the Near Eastern markets.

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

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

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

In Turkey, the classes of cotton goods sold, in the order of their importance are : Print, gray goods, bleached goods, and colored or yarn-dyed goods. In gray goods the demand is for a heavily starched product weighing about 2.50 to 3 yards per pound in the 32-inch width, which is most popular. All widths, from 30 to 50 inches, can be sold, however. The dealers prefer that the goods be put up in pieces of 33 meters or 36 yards, but with 40 laps or folds. A wide variety of bleached goods are sold, from the coarsest sheeting up to the fine muslins and madapolams. In general, they follow the same widths as grey goods. The finish is important, and a soft linen finish is preferred. In prints, goods from 27 to 29 inches wide are the most popular. A quality selling for 6 to 7 cents per yard is much in demand. It is highly important to furnish the designs which are in vogue in Turkey, and which are not nearly as conservative as the patterns sold in the United States. The principal yarn-dyed goods sold are the so-called "Toiles de Vichy", which are known in the United States as gingham. They are usually 36 inches wide, and they come in various qualities, selling at 7½ to 10 cents per yard in Constantinople.

The American trade in Turkey in cotton goods dates back to 1840, and Cabot, originally a leading American trade-mark, has become a generic term in the Levant for coarser sheetings and drills. However, American manufacturers have allowed their competitors to outdistance them, except in special markets, such as Aden. Imitations of trade-marks, artificial sizing, and false marks as to length and width have been introduced into the trade. The failure of the United States, however, to make commensurate headway is due less to unfair competition than to defects in its methods of going after the business. After years of consular experience in Turkey the writer is convinced that American mills should establish their own agencies and maintain permanent representatives in centers such as Constantinople and Alexandria. Special Agent Odell, of the Department of Commerce, who has carefully investigated this market, shares in this conviction. "If", as Mr. Odell observes in one of his reports, "several American firms handling noncompeting fabrics were to cooperate, the expense of carrying out such a plan would be minimized and the results would undoubtedly be satisfactory in the long run." This system is in part responsible for American success in the cotton-goods trade of the Red Sea and certainly should be introduced into the Levant and the Balkans.

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

"America does not seem to care to do steady business with this country; they send us only their remnants..... The American manufacturer asks for cash in advance of shipment, freight rates are high, and communications uncertain and inconvenient. Why should we run after these people? They do not themselves export, but give their goods to a commission house in New York. As for us, we see no reason why we should buy from a commission house which we do not know when we can buy from the largest manufacturers in Europe direct. Business firms may fail at any time, but in the case of a manufacturing concern backed by its plant, the question is different. American practices have crippled their business out here. Take the Cabot business for instance. Some 20 years ago this cloth came from America almost exclusively. Then competition loomed up, and Italy and other rivals, with their rapidly growing industries, pushed the American product out of market. To-day, the only Cabot imported from America is the so-called "Marque A." The cloth is very good, but it does not pay to handle it. If a manufacturer allows competition to drive him out of the market, is not that a proof that he is not clever either in manufacturing or in marketing his goods? Well, then, why should we enter into relations with people who some day or other will not be able to stand the strenuous competition which arises from time to time and therefore would leave us in a bad position? We do not fear that with European manufacturers whom we represent."...

In further comment, it is a pity that such an idea should even be mentioned as a general agency for Europe in Manchester. American commerce abroad suffers tremendously from the incubus of these general agencies which are a relic of former stages of American helplessness in foreign trade affairs. It is so with regard to American leather still sold in the Levant by brokers in London, so with American hardware still sold in the Levant by brokers in Hamburg. The late Major Carson of the Bureau of Foreign and Domestic Commerce, Washington, after visiting the principal ports in the Levant, had this to say regarding general agencies for Europe:

The Oriental Carpet Manufacturers, Ltd.

CAPITAL £1,000,000 Sterling

Telegrams "TEZIAK"

Head Office: SMYRNA

BRANCH OFFICES:

NEW YORK, Mohawk Bldg., 160 Fifth Avenue.

CONSTANTINOPLE, Midhat Pasha Han.

CAIRO (Egypt), Place Soliman Pasha.

ALEXANDRIA, 11, Rue Rosette.

*Manufacturers of all kinds of ORIENTAL CARPETS
& RUGS, possessing factories and looms all over ASIA
MINOR, PERSIA & INDIA.*

The feeling among importers for direct communication between Constantinople and New York is very strong. Until difficulties arose between the association of stevedores and Greek vessels, steamers of that nationality sailing regularly from New York to Piraeus extended their voyages to Smyrna and Constantinople, and merchandise was delivered at the two Turkish ports named without transshipment. Withdrawal of the Greek steamers makes it necessary to transship at Piraeus or Naples, thus delaying delivery and increasing expense.

There is a decided feeling at Constantinople, a feeling that is shared by Smyrna and other Mediterranean ports visited, against merchandises consigned to that port being sent by way of England or Germany. Some of the importers have adopted the plan, of stamping orders with instructions to ship via Piraeus, accompanied with the admonition that compliance with the instructions is essential to the acceptance and execution of the order.

A number of American manufacturers have arranged for the distribution of their products in Europe through agencies established in England and Germany. This arrangement may work satisfactorily in the territory contiguous to that in which the agencies are located, but its application to distant territory must result in many disadvantages and tends to restrict trade. Constantinople is on the eastern edge of Europe, and one of its suburbs is on the Asiatic side of the Bosphorus. It can be reached as speedily from New York as from Liverpool or Hamburg, if shipment be made direct by Mediterranean ports. Therefore, merchants of the eastern Mediterranean will not, except under duress, acquiesce in an arrangement made for the convenience and in the interest of western Europe, and which not only increases the charges on goods sent in this way to the Levant, but delays delivery indefinitely.

A number of American products that have large sale in Europe would occupy a higher place in the list of domestic commodities exported from the United States if the inhibition referred to were removed and agencies established in eastern Europe and Asia Minor. The Levant does not want to buy or receive American products through the Atlantic ports of Europe, and a feeling of resentment is aroused when invited to do so.

Let Americans take heart and establish agencies abroad without stint nor fear. The American Textiles Export Corporation, if it has the clientele of manufacturers mentioned by the TEXTILE WORLD JOURNAL, can afford to have at least two agencies and distributing centers in the Levant and the Balkans alone, not to speak of other countries in Europe. As regards these parts, the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT offers its services to the AMERICAN TEXTILES EXPORT CORPORATION.

Prix pour les annonces dans la LEVANT TRADE REVIEW

$\frac{1}{4}$ de page	Frs. 18.— par édition
$\frac{1}{2}$ »	» 30.— " "
1 »	» 50.— " "

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



Scene in an Egyptian Village.

Extension of American Trade in Egypt.

(By Consul Arthur Garrels, Alexandria).

NOTHING remains to be said in connection with promoting the market in Egypt for American exports that has not already been fully touched upon in previous annual reports from this consulate. The salient facts are still the lack of proper steamship connection and of American banking facilities. With closer ocean freight connections definite date of delivery within a reasonable time after receipt of order can be relied upon.

With better banking facilities competitive credit terms can be more effectively met, and the necessary direct selling to small retailers through agents more advantageously arranged. With the exception of better ocean transportation facilities, no insurmountable obstacles appear to exist to prevent an untrammelled trade in such Egyptian products as the needs of American markets require.

Egypt's trade with the United States in 1915 shows increases over 1913 of \$3,611,259 in imports and of \$12,358,364 in exports. The trade balance between the countries makes the United States a debtor of \$9,779,128 for 1913 and of \$18,526,233 for 1915.

The increases in the imports from the United States during 1915 would be of greater interest if the value of the augmented business was

not almost wholly covered by so staple an article as petroleum. The gain acquired in such an article during a period of war can not, in all probability, be maintained upon the restoration of normal conditions.

During 1913, 2,556 tanned hides and calfskins, valued at \$12,301, and 14,254 sheepskins, valued at \$21,347, were imported from the United States, whereas in 1915 the imports were 17,251 pieces, valued at \$56,120, and 50,876 pieces, valued at \$79,560, respectively. The sheepskins are used principally for native footwear.

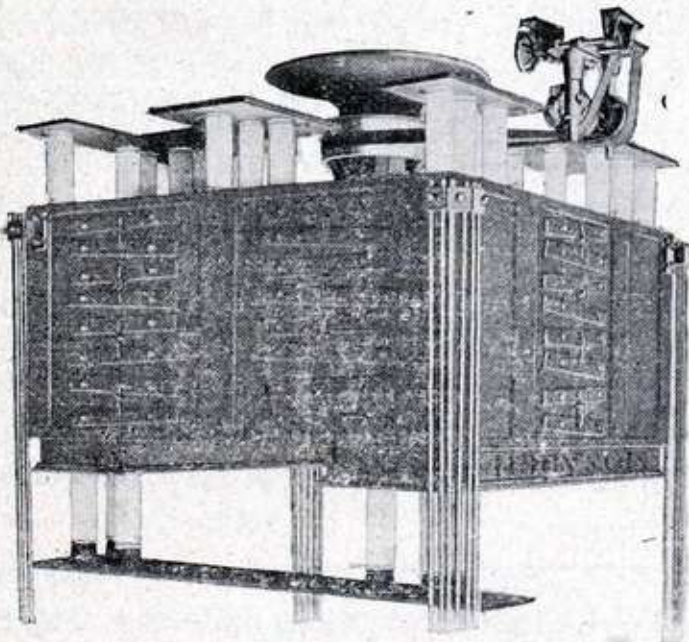
Imports of canned fruits from the United States advanced from 57,781 pounds, worth \$4,153 in 1913, to 136,382 pounds, valued at \$13,454 in 1915. A large American packing enterprise is represented by an energetic commission house that is yearly increasing its business in American canned products.

Imports of petroleum from the United States in 1913 amounted to 21,491 cases, valued at \$3,399, and 155 tons of bulk oil valued at \$3,479. In 1915 92,363 tons of American bulk oil valued at \$2,932,326 were received. During 1915 practically the total importation of petroleum into Egypt was from the United States. Formerly it came principally from Russia and Roumania, in accordance with the more or less understood division of selling territory.

The 153,995 pounds of cardboard from the United States in 1915 appears as initial business. Germany and Austria were formerly the

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Catalogues, plans, estimates and full particulars will be furnished without cost or obligation.

Correspondence in any language.

The Monarch Ball Bearing Double Roller Mill.

SPROUT, WALDRON & CO.,

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chief suppliers of this article. The imports of cardboard from Italy, the chief supplier last year, were valued at about \$81,500; from the Netherlands, \$26,000; England, \$24,000; and the United States, \$8,000. In Egypt cardboard is used principally as a substitute for sole leather in the cheaper grades of native shoes. A certain quantity is also used for cigarette cartons and in the printing trade. If the interest of the American exporter is sufficient, the increased business no doubt can be maintained.

In 1913 Egypt purchased \$10,269 worth of shoe polish from the United States, out of a total valuation of \$89,766, \$21,517 of which represented imports from Germany, the chief country of origin.

Imports of American pharmaceutical preparations (including toilet preparations) increased in value from \$19,600 in 1913 to \$29,400 in 1915. This importation represents almost wholly toilet preparations, the product of a large American corporation that is represented in Egypt by an energetic agent.

The declared value of the exports to the United States from all of Egypt during 1915 was \$25,674,723, against \$16,674,522 in 1914, a gain of \$9,000,171. Raw cotton made up from 90 to 95 per cent of the total. The following table shows the declared value of the principal articles invoiced at the consular offices in Egypt for shipment to the United States in 1914 and 1915:

Articles	1914	1915	Articles	1914	1915
Antiques and curios	\$45,954	\$5,273	Rags (paper stock)	\$31,215	\$9,048
Beeswax	— —	4,199	Senna	82,054	50,115
Cotton	15,662,963	24,441,036	Tagua (ivory) nuts.	27,984	1,540
Egyptian goods . . .	4,199	— —	Tobacco		
Glue stock	4,082	8,682	Cigarettes	57,364	24,315
Gum arabic	346,646	320,625	Leaf	23,841	29,669
Hides and skins . .	203,721	443,625	Wool	7,464	42,841
Iron ore	— —	52,720	Woolen rugs	14,382	10,589
Ivory	99,911	170,274	All other articles .	12,775	10,172
Onions	57,226	— —			
Palms and cederates	12,771	— —	Total	16,674,552	25,674,723

Exports of cotton during 1915 showed an increase in invoice values over 1914 of \$8,828,073. The last three months of the year comprise a period of heavy cotton movements. During 1914 all exports were suspended and the quantity usually moved during that period was deferred in shipment until after January. This, with the increased demand and higher prices, accounts for the augmented invoice values. Higher prices and better market conditions were responsible for the increase in hides and skins. The iron ore is manganese ore; it is not a product of Egypt or the Sudan but comes from the Sinai Peninsula.

The Question of Coal.

(“Coal and Iron TRADES REVIEW”, London, England)

“OUR foreign coal shipments continue to diminish.

“The coal shipped as bunker by steamers engaged in the foreign trade has also undergone a marked diminution, the total during the six months now completed of this year being over three and a half millions tons less than in the first half of 1914, and 800,000 tons less than in the first half of 1915, the total fall amounting to very close upon four and a half million tons. If we take coke and manufactured fuel into our calculations the situation is improved a little, for there has been an increase in the exports of coke, but not materially, and we arrive at the result that whereas 46,330,000 tons of coal, coke and patent fuel left our shores in the first half of 1914, less than thirty-one million tons were so dispatched in the corresponding period of 1915, and only about twenty-seven million tons in the first six months of this year. This means that our foreign trade in coal, coke and patent fuel has now shrunk to about 56 per cent of its normal proportions or by dangerously near one-half.

“If this section of our foreign trade has greatly decreased in volume, however, it has increased enormously in relative value.

EXPORTS OF COAL, COKE AND PATENT FUEL (in tons).

	1914		1916	
	Q'tity	Aver. price.	Q'tity	Aver. price.
Jan	6,088,971	14s 1d	3,383,099	£0 19s 0d
Feb.	5,974,608	14s 0d	3,310,384	£1 0s 4d
March	6,170,720	13s 9d	3,281,793	£1 1s 9d
April	5,445,728	13s 9d	3,200,069	£1 2s 6d
May	6,469,463	13s 9d	3,825,387	£1 5s 0d
June.....	5,999,417	13s 7d	3,503,955	£1 7s 1d
Total.....	36,148,907	14s 0d	20,504,687	£1 2s 8d

“It will be seen that the average f. o. b. price has gradually mounted during the past half year until in June, it was double the figure recorded for June, 1914, and that notwithstanding the fact that the French limitation scheme came into operation on the first of last month, and that not far short of half our total coal exports are now sent to France, which during the half year took from us over 1½ million tons of coal alone, to say nothing of coke and patent fuel, more than in the last normal half year before the war. Our trade with neutrals is naturally reduced very considerably, that with South America notably, while even our ally Italy is apparently getting not much more than half its usual quantity. The United States, however, is now exporting coal to Italy at the rate of close upon three million tons, and to South

America at the rate of $1\frac{1}{2}$ million tons annually. The Americans are also doing business with France, Greece, the Netherlands, Norway, Portugal, Spain and Sweden, the total sent across the Atlantic to these European countries during the past twelve months amounting to about a million tons. While, therefore, we are fortunate in all the circumstances to be able to maintain our coal shipping trade upon its present reduced basis, it is evident that the Americans are making the most of their opportunity."



The Oriental Rug Business,

(From Bulletin of American Association of Commerce and Trade, Berlin).

THE upward tendency of the oriental rug business in Germany during the war has been a surprise to dealers as well as to consumers. Not only have prices for oriental rugs and carpets increased 50 to 250 per cent owing to the interruption of importations and other unforeseen factors, but the stocks in Germany were greatly depleted by an unprecedented demand. At the present time the demand, especially for large-sized oriental room carpets, both expensive and cheaper grades, exceeds by far the available supply. Cheaper qualities of oriental carpets, that could be bought in any quantities at 28 Marks per square meter in peace time, can be had today only with difficulty and in very limited quantities at 70 Marks per square meter. Finer grades have advanced correspondingly. But even costly, antique oriental rugs are being bought extensively by old collectors, who see the fine old exemplars speedily vanishing from the market, and by new collectors who have acquired wealth during the war. Contrary to expectations very few owners of oriental rugs (this refers to commercial goods as well as to antique specimens) have been forced to throw their possessions upon the market, and the few pieces that have come upon the market in this way, were immediately absorbed. Consequently the prices for collectors' antique specimens have increased to the same extent as for modern oriental carpets.

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IMPORTER OF:

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

FIRST CLASS REFERENCES.

Construction d'un Chemin de fer chinois par des Américains.

LES capitaux nécessaires à la construction d'un chemin de fer chinois d'une longueur de 1,400 milles (1769, 90 km.) seront fournis par des américains. L'American International Corporation, constituée au début de l'année dans le but de développer notre commerce avec l'étranger, a publié, en date du 2 Octobre, la communication suivante:

"En vertu d'un contrat signé en date du 30 Septembre par le gouvernement chinois, la construction des chemins de fer d'Etat chinois, a été confiée à l'American International Corporation et à la Siems-Carey Railway & Canal Company, les actions de cette dernière sont exclusivement détenues par l'American International corporation et MM. Siems et Carey. Les capitaux nécessaires seront émis par l'American International Corporation, sous forme de Bons du Trésor du Gouvernement chinois.

Aucune décision n'a encore été prise au sujet des lignes à construire, mais les plans en seront établis par un ingénieur en chef américain, qui sera nommé par le gouvernement chinois sur la recommandation de l'American International Corporation.

D'après les stipulations du contrat, des lignes de chemin de fer ayant une longueur totale de 1,400 milles seront construites sur des parcours qui seront désignés d'un commun accord après les études nécessaires. Lorsque le plan de la première ligne à construire aura été approuvé de part et d'autre, les travaux seront exécutés sur base de pourcentage.

Outre les recherches préliminaires et l'étude du tracé des lignes l'ingénieur en chef américain, qui sera nommé sous peu dirigera, pour compte du gouvernement chinois, les travaux de construction qui seront entrepris par la Siems-Carey Railway & Canal Company. La construction achevée cet ingénieur

restera en fonction en qualité d'ingénieur en chef du chemin de fer. Le gouvernement chinois s'est également engagé à nommer, tant pour la durée des travaux de construction que pendant l'exploitation de la ligne, un reviseur de compte américain ainsi qu'un chef du mouvement américain.

Certains points que le gouvernement chinois désire relier par une ligne de chemin de fer sont mentionnés dans le contrat. Cependant, il a été stipulé que, si après des études, la construction de ces lignes serait jugée inopportune, le gouvernement chinois et l'American International Corporation se mettront d'accord pour la construction d'autres lignes, afin de parfaire le total de la longueur stipulée.

L'American International Corporation a déjà avancé 500.000 Dollars au gouvernement chinois. Cette somme sera affectée aux dépenses occasionnées par les études, les recherches, l'élaboration des plans du tracé des lignes et autres frais préliminaires.

En faisant le choix des lignes à construire, le gouvernement chinois et l'American International Corporation éviteront soigneusement de s'ingérer dans les accords relatifs à la construction de chemins de fer, conclus entre le gouvernement chinois et divers autres gouvernements ou groupes financiers.

Actuellement, il n'y a en Chine qu'environ 6.000 milles de voies ferrées".

On prévoit que cette entreprise nécessitera des capitaux qui s'élèveront à la somme totale de \$60.000.000.

American Shipping

AMERICAN shipping in the foreign trade has increased from 2,405 vessels of 1,076,152 gross tons on June 30, 1914, to 3,135 vessels of 2,194,470 gross tons on June 30, 1916. Nearly half of this tonnage, 320 vessels of 1,074,779 gross tons, hails from New York City.

Copper Production

UNDER the influence of heavy demand and resultant high prices the production of copper in the United States during the first six months of 1916 has exceeded that of any equal period in the history of the industry. The United States Geological Survey states that there has been a steady rate of increase in the output of copper since early in 1915. The production during the last half of 1915 considerably exceeded that of the first half, and during the past year the refineries produced a total of 1,634,000,000 pounds of blister copper, of which 1,388,009,527 pounds was produced from ores mined in the United States.

The price for the period has averaged above the highest price received for copper at any time in recent years, the average for six months of 1916 being more than 26 cents a pound. The cost has doubtless increased, as the important copper companies have increased the wages of their employees, but this increase has been largely offset by decrease in cost due to working plants at the maximum capacity. Many small mines are operating that could not be profitably worked under normal conditions, and this, of course, tends to increase the average cost per pound.

American Shipbuilding.

DURING the nine months ended September 30, 1916, American shipyards completed 846 merchant vessels of 361,413 gross tons, compared with 1,026 vessels of 154,86 gross tons during the corresponding nine months of 1915. The steel vessels built number 91 of 265,366 gross tons compared with 67 of 85,692 gross tons for the 1915 period. Thus far this year 5 steel steamships of 17,203 gross tons have been completed for foreign owners.

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Oldest Wholesale House

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Oriental Rugs, Opium,
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Export: Sheepskins, Chevrettes,
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Government Contractor & Importer

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Smyrna, Salonika, Trebizond, Sam-
soun, Tiflis, Beirut, Aleppo, Bul-
garia, Servia and Hungary.

Sirkedji, Angora Han,

Constantinople.

The New National Bank of Turkey.

(Written for "LEVANT TRADE REVIEW" by Professor Edw. F. Nickoley, Principal of the School of Commerce of the AMERICAN UNIVERSITY, Beirut, Syria.)

NOTWITHSTANDING their preoccupation with the special problems growing out of the war, Turkish official circles are devoting much attention to the economic rejuvenation of the country. Their optimism regarding the development of the natural resources is shared by many business men who know the possibilities which heretofore have lain dormant or have been exploited only piecemeal. A period of great prosperity and expansion is anticipated. Numerous articles of legislation have been enacted with a view to facilitating the transition and to lend a permanent character to the new conditions resulting therefrom. Laws have been passed, others are proposed, of regulating industrial processes to eliminate wasteful methods and wanton destruction of the wealth of the country. Societies have been formed to lead in the new movement and to create a public opinion favorable to its fullest development. It is a large program that has been undertaken. With wisdom of execution commensurate with boldness in undertaking, the plans should result in an unprecedented era of prosperity for Turkey and her people.

Among all the measures and organizations contemplated none is of greater interest than the proposal to establish a National Bank of Turkey. This is to be an institution complying in every particular to the connotation of its name. The purpose for which the bank is brought into existence is stated in its articles of association and includes all the functions usually attributed to an institution of this kind. Its distinctive feature consists in restricting administrative participation to subjects of the Ottoman Empire and the further limitation that only native capital shall be employed either in the formation of the concern or in its subsequent operations. The motive of the founders does not appear to be the effort to exclude foreigners from sharing in the commercial and industrial development of Turkey which is believed to be imminent.

It is the common belief that though the Ottoman Empire is rich in natural resources, mineral and agricultural, the means for developing these riches are not at the present time available in the country. Not only is the requisite capital lacking, but the supply of native expert leadership is equally deficient. It is anticipated that foreigners will have a large part in the movement which it is hoped will revolutionize production in the Empire. On the other hand it is felt that native capital and native talent should have a definite part in the program, and that this participation of Turkish subjects in the development of their own country should not be wholly under the aegis of foreign organizations.

STANDARD OIL COMPANY

OF

Siège Central
POUR LE LEVANT
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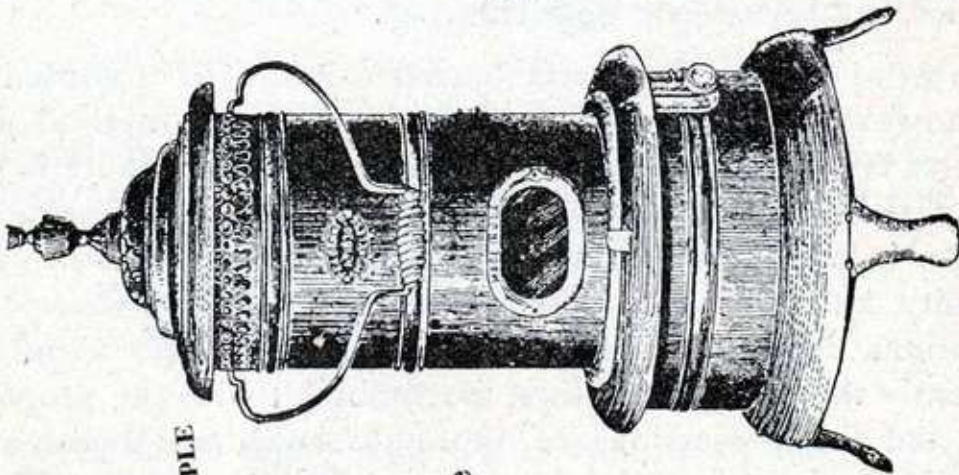
NEW

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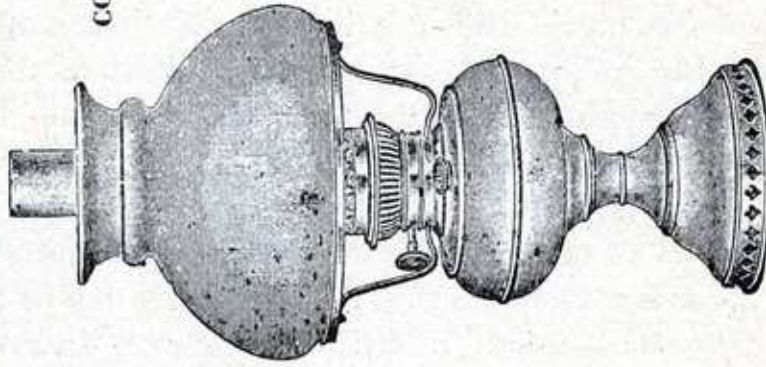
Smyrne
Alexandrette
Pirée
Salonique
Bourgas
et
toutes
les villes
principales
du
Levant



“Perfection”

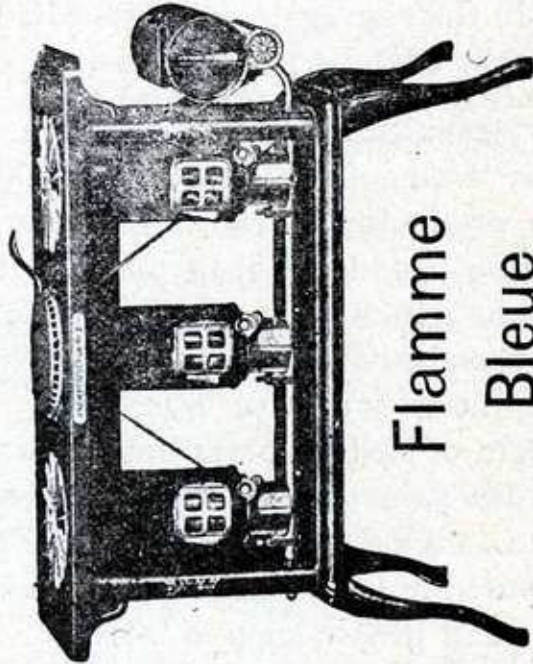
AGENCES :

Smyrne
Alexandrette
Pirée
Salonique
Bourgas
et
toutes
les villes
principales
du
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“Lampes Rayo”

Flamme
Bleue



The effort to enlist the wealth of the country in the exploitation of its natural resources is laudable and all who are concerned in the promotion of economic life in the Near East will follow with great interest the career of the newly created institution. The task undertaken is by no means a small one, for it is contemplated that the new institution shall be not merely a discount and credit bank, but that it shall in addition discharge the functions of an investment bank. It shall serve as the intermediary between such wealth as there may be in the country and the opportunities that exist for utilizing such available funds in the exploitation of native resources. The accumulating of Turkish capital on a large scale will not be an easy matter. There are a number of persons of considerable wealth in the country but it is not by interesting these few that the most important work of the new bank lies. Its most important function will be rather to interest the much larger class of those who dispose of smaller individual sums but whose savings in the aggregate amounts to a far larger sum than the total of the fortunes of the wealthy class.

For generations economists have observed the phenomenon of an incessant drain of the precious metals, especially of silver, to the East without producing a return current or satiating the demand. The explanation lies in the propensity of the Oriental people to hoard all possessions which they acquire in excess of their daily necessities. The universal instinct of making provision for future needs lies at the base of the practice of hoarding. In a primitive community the investment of savings plays but a small part. The amounts accumulated to meet the exigencies of the universally dreaded "rainy day" or to provide a daughter's dowry is as a rule put into a safe place where thieves are supposed not to break through and steal. The money lender plays only a small part in such a society, advancing loans to meet actual necessities, not investment opportunities.

The word "hoard" suggests buried treasure or a stuffed bolster. These, however, do not constitute the most common method of keeping the surplus family wealth safe. Among most peoples there is a marked tendency to public display of possessions. In all stages of social evolution, a large part of the enjoyment of wealth lies in having the community know of it. This is especially true where property qualifications determine social status. Thus it comes about that not infrequently the hoarding instinct is combined with the propensity for display, and the possessions of the household are treasured in the form of personal ornaments, especially of the female members of the family. Jewelry of gold and silver, to a less degree precious stones, are well adapted to serve this double purpose. The bride's dowry in the form of bracelets and necklaces constitutes a safe investment, being at all time convertible into ready money at prevailing market prices. That wealth in this form is wholly unproductive does not appear as a

a disadvantage to the members of the primitive village community. Having the property attached to the body of a member of the family constitutes the best guarantee of safety and the display affords a greater measure of satisfaction than would accrue from a generous rate of interest.

Every one who knows conditions in Turkey realizes how extensively these conditions prevail here. There can be no doubt that there is much wealth held in the form of personal ornaments or in other unproductive forms. How much there is cannot even be conjectured, nor can an estimate be made of the amounts that have been placed for safe keeping into various places with money changers, or jewelers or into monasteries and elsewhere. It is one of the problems of the new National Bank to convert this sterile, hoarded wealth into productive capital in commercial and industrial enterprises. It is no simple problem. Old established traditions are opposed to the undertaking, there is much firmly entrenched conservatism that must first be overcome. There is a widespread, not altogether unjustified mistrust of credit institutions. In the eyes of some people a stock certificate or a certificate of deposit lends itself but badly to a display of wealth, nor does it convey to their minds the idea of first class security.

In connection with the effort that is to be put forth in this direction, it is suggestive to recall the experiences of the years immediately following the promulgation of the Constitution in 1908.

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The general feeling of optimism found expression in numerous far reaching industrial undertakings. At that time, the company with limited liability was popular; it was regarded as the panacea for all the evils that had afflicted the country in the past. Within two years hundreds of companies were thus organized. Many of these were promoted by foreigners, in most of them foreign capital was more or less extensively interested. It is impossible to state to what extent native capital figured. It is certain, however, that a surprisingly large amount was contributed by citizens of the Ottoman Empire. The fact that a considerable proportion of the corporations organized at that time proved shortlived will tend to militate against the success of the campaign to be inaugurated by the new bank. In a large measure, the success attending its efforts will be determined by the quality of the political and social atmosphere prevailing in the country after the war clouds clear away, and the people are once more free to pursue their peaceful callings.

Poppy Cultivation in Macedonia

(Consul General D. I. Murphy, Sofia, Bulgaria.)

An important industry of Macedonia — and one that has brought excellent returns to the growers — is the cultivation of the poppy plant. Besides the opium extracted from the flowers, an oil is expressed from the seeds that is said to be superior to Russian sunflower oil and even to English and American cottonseed oil. The residuum, after being pressed into cakes, forms a nourishing food for cattle.

This year's crop of the poppy plant has been most abundant (its estimated value being \$500,000, including the flowers, the opium extracted, and the seed produced), the various centers of cultivation contributing to the season's yield in the following amounts :

Districts.	Pounds.	Districts.	Pounds.
Tikvesh	55,000	Kratovo	6,600
Veles	55,000	Prilep	11,000
Shtip	33,000	Kotchani	15,400
Kumanovo	33,000		
Skopie	26,400	Total	242,000
Radovish	6,600		

The prices obtained for the season's crop ranged from \$0.12 to \$0.17 per oka (the oka being the equivalent to 2 $\frac{2}{3}$ pounds).

The primitive methods of extraction pursued in Macedonia produce but 42 per cent of oil, but it is believed that with modern presses the output would be much greater. One-third of the seed suffices for the needs of the country, the remainder being exported. The opium produced likewise is exported, but it has been found impossible to obtain any reliable information as to the probable value of this special product.

To Our Members.



Members of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, whether established in business in the Near East or in America, are reminded that the Chamber's facilities are for them and in their interest individually and collectively. In order that the Chamber may render each member the greatest possible service, each member should feel free and at the same time bound to address the Chamber's headquarters any suggestions he may have to offer for the further development of trade in his particular line of business. Such suggestions will be taken into serious consideration by the Board of Directors and, if they are found useful and practicable, every effort will be made by the Board to bring about the result desired.

American Shipping.

THE new American Shipping Law creates a Federal Shipping Board to which are given various powers and duties designed for the purpose of encouraging the development of an American merchant marine. These powers and duties may be classified as operative, advisory and regulative. In the final form of the measure, the right to purchase, lease, charter and operate vessels is largely permissive, and depends upon the approval of the President.

The United States Shipping Board is constituted of five members, appointed by the President, regularly for a term of six years. The salary of the board members is \$7,500 annually. Selection is based on fitness for the work required and on "a fair representation of the geographical divisions of the country." Commissioners are prohibited from engaging in other employment.

With the approval of the President, the board may have built in American or foreign shipyards, preference being given to the domestic industry, or may purchase, lease, or charter, vessels adapted, so far as commercial requirements permit, to the uses of the Army and Navy. The board is prohibited (1) from acquiring vessels already engaged in the foreign or domestic trade of the United States, (2) flying the flag of a belligerent, (3) not adapted to the purposes of the Act, or (4) less than seventy-five per cent. as efficient as when new. The President may transfer to the board such ships belonging to the Army and Navy Departments and the Panama Railroad Company as are not required for use in time of peace or in the regular course of business.

The board may charter, lease or sell to any citizen ships so acquired. Unless special authorization to the contrary is given by the board, vessels obtained in this way by citizens must be operated under the American flag and may not be sold. Foreign-built vessels acquired under the Act may engage in the coastwise trade of the United States.

American vessels may not be sold to foreigners or transferred to foreign registry in time of war or emergency, without the approval of the board, nor may any vessel be so sold or transferred, except such as the board is prohibited from purchasing, unless it has first been offered to the board.

Power is granted the President to take possession of vessels acquired under the Act for military or naval purposes, payment in return to represent fair value.

The board may form a corporation in the District of Columbia, capital not to exceed \$50,000,000, "for the purchase, construction, equipment, lease, charter, maintenance and operation of merchant vessels in the commerce of the United States." The President approving the board may sell stock in this corporation to the United States

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which may not, however, at any time be a minority stockholder. The corporation may not engage in the operation of ships unless the board shall be unable to contract with citizens for their operation. The life of the corporation is limited to five years after the end of the war.

The board shall investigate the relative cost of shipbuilding in the United States and abroad and the relative cost of operating vessels in the foreign trade under American and under foreign registry. It shall study the navigation laws of the United States and make recommendations to Congress as to advisable amendments or additions. A report on the results of its investigations must be presented annually to Congress.

The money to be used in carrying out the operative features of the Act is to be obtained by the issue of Government bonds.

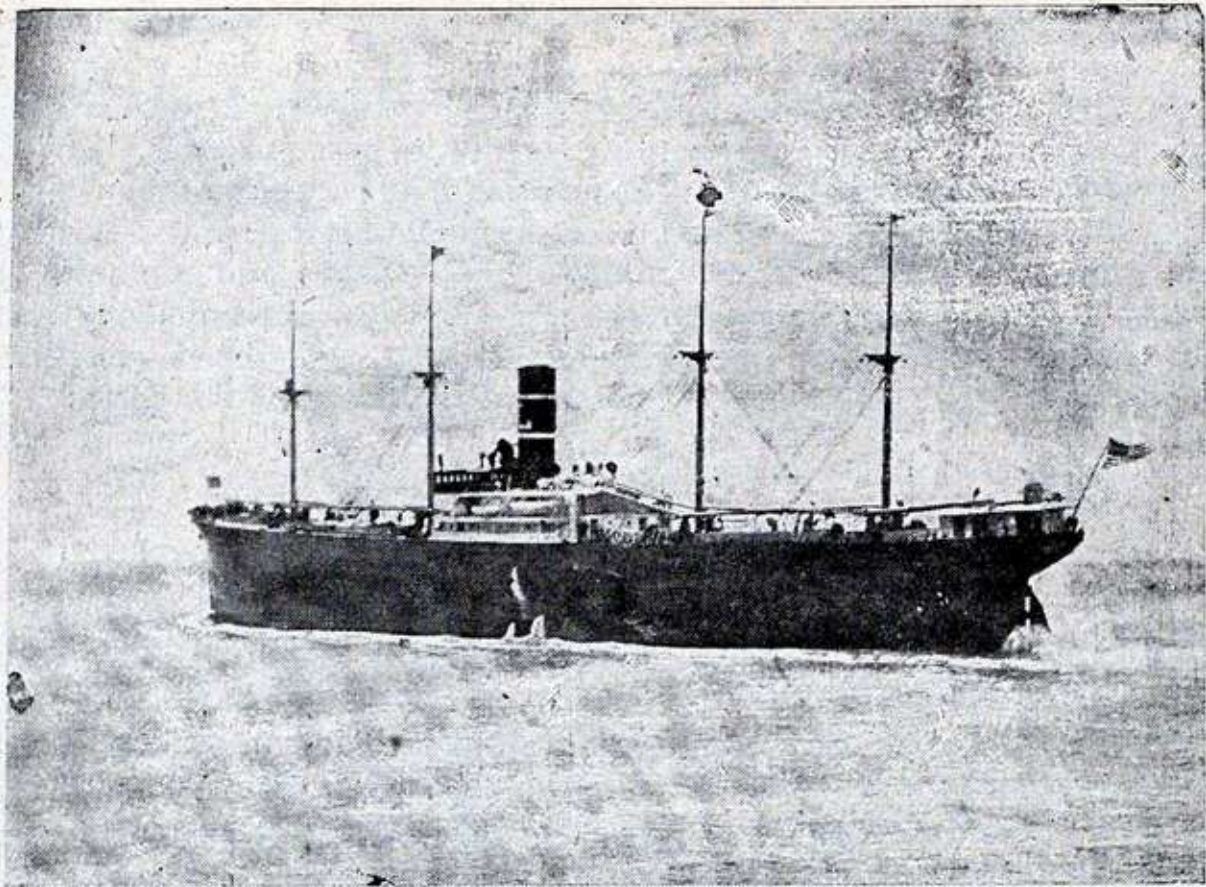
Common carriers by water are prohibited (1) from paying or allowing a deferred rebate to any shipper; (2) from using a "fighting ship"; (3) from refusing any shipper space accommodations, when such are available, or using other unfair methods, because such shipper has patronized another line or for any other reason; (4) from discriminating against any shipper in the matter of cargo space accommodations, the loading and landing of freight, and the adjustment and settlement of claims.

Copies of agreements relating to rates, privileges, control of competition or in any way providing for an exclusive, preferential or co-operative arrangement between persons subject to the Act, must be filed with the board, which has the power to cancel or modify them.

Schedules of rates must be filed with the board, which has the power to enforce reasonable rates and regulations. It may also require special reports or memoranda to be filed with it and may by subpoena compel the attendance of witnesses or production of evidence at any place of hearing. The board may order proper reparation in case of violations of the Act.

The board shall investigate complaints of discrimination by foreign governments against American shipping and recommend the fitting remedies. The Secretary of the Treasury may refuse clearance to any vessel, which has refused freight from an American citizen, although accommodation is available.

"Common carriers by water and other persons affected by the Act" include all vessels engaged in foreign trade except ocean tramps, all vessels on the high seas or Great Lakes on regular routes from port to port in the interstate trade, and persons carrying on the business of forwarding or furnishing wharfage, dock, warehouse or other terminal facilities in connection with a common carrier by water.



S. S. Luckenbach, one of the largest and most modern merchant vessels afloat, just launched from an American shipyard.

██████████ ██████████ ██████████

One may well regard as epoch-making the purchase for \$15,000,000 of the big marine construction plant of the New York Shipbuilding Company, at Camden, N. J., by the American International Corporation and allied interests. This great corporation, bent wholly on extending American trade abroad, has a controlling interest in the Pacific Mail Company and a close affiliation with the American Line. The building of new vessels for these lines will involve several large contracts, but will not exclude Government work such as has been and is being done at the Camden plant, and the direct control of shipbuilding facilities by the American International Corporation will almost certainly mean facility in extending its own trade connections, especially with South America and the Orient.

This Camden yard within the past ten years has built five battleships, the Kansas, the New Hampshire, the Michigan, the Arkansas and the Oklahoma, as well as the armored cruiser Washington and eight destroyers.

It is said that war conditions have led to an immense boom in American shipbuilding. English prices for the construction of freighters used to be a third lower than Americans could offer. They are now fully as high as our own, and likely to go higher. No situation of this sort has developed since the passing of the wooden ship in the building of which American yards were always able to hold their own.

The estimate of Stevenson Taylor, president of the American

Society of Naval Architects and Marine Engineers, is that the normal tonnage of the world is 50,000,000; which the world had when war began. Since then 5,000,000 tons have been destroyed, 4,400,000 tons interned, and 12,000,000 tons commandeered for war purposes, leaving only 28,600,000 tons for merchant marine use or 57 per cent. of the whole. His conclusion is that the United States has before it a period of at least five years "in which we can improve our facilities and methods so much that there will be no question of our shipyard efficiency and ability to meet competition. Our nation will again be a maritime nation, holding its own among the other great nations of the earth."



Le sucre dans l'avenir.

EN s'adressant aux actionnaires de la "Sugar Refining Company" le président Monsieur Claus A. Spreckels exprimait l'opinion que les prix élevés du sucre se maintiendront encore pour quelques années après la guerre. Monsieur Spreckels ajouta: Le pouvoir exécutif de cette compagnie a jugé prudent de ne pas payer pour le moment aux actionnaires une partie du gros excédent qui vient d'être réalisé, mais d'assurer un juste rendement sur les placements au lieu de susciter un grand enthousiasme. En considérant de cette façon les réserves de la compagnie, les directeurs n'ont pas été influencés par l'appréhension que les conditions actuelles qui sont si satisfaisantes en ce moment ne se terminent brusquement avec la fin des hostilités, tout au contraire il est plus que probable que le retour de la paix servira à faire ressortir combien les pays étrangers dépendent des marchés américains en ce qui concerne le sucre. Pour ce qui est du sucre, la guerre n'a pas créé des demandes anormales, car le sucre est un produit essentiel pour tous les pays et dans tous les temps. La destruction des usines, le ravage des champs de betteraves, la disparition des ouvriers ont rendu les pays étrangers producteurs de sucre complètement incapables de subvenir à leurs propres besoins et d'après moi cet état de choses continuera longtemps après la fin de la guerre. En ce moment les raffineries américaines fournissent toute l'Europe. L'Angleterre, la France, la Suisse, la Grèce qui autrefois se fournissaient en partie du moins en Europe ne comptent maintenant que sur les marchés américains et naturellement les prix se sont élevés et de gros bénéfices ont pu être réalisés. Si on liquidait aujourd'hui les affaires de la compagnie, le bénéfice serait tel que les actionnaires se trouveraient en possession de plus de 1.000.000 de Dollars en espèces et d'une installation complètement libérée de toutes charges. La compagnie a débuté en 1902 avec une capacité quotidienne de 3.000 barils de sucre, puis elle s'est développée jusqu'à 10.000 barils et tous les frais ont été entièrement couverts par les bénéfices. L'usine se trouve aujourd'hui libre de toute charge d'obligation ou d'hypothèques.

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Le sucre en Amérique.

EN 1916 les Etats Unis d'Amérique tiendront le quatrième rang parmi les pays producteurs de sucre de betterave. Il y a quelques années les Etats Unis se trouvaient au bas de la liste des pays producteurs de sucre de betterave. D'après une compilation publiée par le bureau du Commerce Etranger de la National City Bank à New York, la production du sucre de betterave des Etats Unis qui ne s'élevait qu'à 5 millions de livres en 1840 atteignait 163 millions en 1900 et 1025 millions en 1910. Si les plantations de betteraves donnent par acre, la quantité ordinaire de sucre, la récolte de 1916 dépassera 2000 millions de livres. Ce rendement placerait les Etats Unis au quatrième rang parmi les pays producteurs du monde, la production mondiale se divisant ainsi : l'Allemagne 6 milliards de livres par an ; la Russie à peu près 4 milliards de livres ; l'Autriche Hongrie un peu moins de 4 milliards ; la France environ 1 milliard 800 millions ; la Belgique et la Hollande environ 500.000 livres chacune.

Cette énorme augmentation dans notre production de sucre de betterave place les Etats Unis immédiatement après l'Autriche Hongrie par rapport à la production et leur fait dépasser la production normale de la France qui, comme pays producteur de sucre de betterave était placé autrefois immédiatement après la Russie et l'Autriche Hongrie.

La betterave fournit maintenant plus des quatre cinquièmes du sucre des Etats Unis d'Amérique. La production du sucre de betterave a doublé depuis 1900, tandis que celle de la canne à sucre a baissé à environ un tiers de la production totale. Si le rendement de betterave atteint cette année la moyenne normale, la production du sucre de betterave seule fournirait le quart de la consommation totale de la population des Etats Unis, tandis que le sucre de canne fourni par les îles de Porto Rico, Hawaï, et les îles Philippines fourniront encore un quart, de sorte que les Etats Unis n'auront recours aux pays étrangers que pour une moitié seulement de leur énorme consommation de sucre qui s'élève à plus de huit milliards de livres par an.

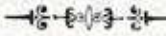
La consommation totale du sucre aux Etats Unis qui n'était que de 2 milliards de livres en 1880, s'est élevée à 3 milliards en 1890, à 4 milliards et demi en 1900, à plus de 7 milliards en 1910 et à 8 milliards et demi en 1915. La production du sucre sous pavillon Américain aux Etats Unis continentaux et aux îles a augmenté avec une rapidité encore plus grande. Le sucre produit par les Etats Unis et par les îles de Porto Rico, Hawaï et les Philippines ne représentait en 1900 que le 25 % de la consommation totale des Etats Unis, depuis 1910 il représente le 50 % en moyenne de notre consommation totale qui a énormément augmenté entre temps, la consommation moyenne annuelle par personne s'étant élevée de 59 livres en 1900 à 80 livres en 1910 et à 86 livres en 1916.

En 1916 la valeur de la production du sucre de betterave aux Etats Unis atteindra le chiffre approximatif de 100.000.000 de Dollars, le compte rendu de la production en 1914 indiquait 62 ½ millions de dollars, la grande augmentation depuis cette date, ajoutée à la hausse des prix, nous fait croire que la valeur de la production de cette année sera à peu près de 100 millions de dollars et peut être même dépassera ce chiffre.

La production du sucre sous pavillon Américain a quadruplé en 15 ans depuis 1900, tandis que la consommation domestique n'a que doublé durant la même période. Si cette augmentation continue au même degré pendant quinze ans encore toute la consommation domestique sera fournie par le pays lui même, environ un tiers par les îles et les deux tiers par le continent. Les sommes d'argent expédiées en pays étrangers pour achats de sucre depuis le commencement de l'année 1900 s'élèvent à environ 1.500.000.000 de dollars desquels à peu près 6.000.000.000 de dollars à Hawaï, un peu plus de 360.000.000 de dollars, à Porto Rico et 50.000.000 aux îles Philippines.

La valeur du sucre envoyé aux Etats Unis continentaux pendant l'année fiscale qui vient de se terminer dépassait 300.000.000 de dollars, environ 200.000.000 de dollars provenaient des pays étrangers (Cuba principalement) et environ 100.000.000 de dollars de nos îles, surtout Porto Rico et Hawaï. Toute l'exportation de l'année s'élève à presque 75.000.000 de dollars soit à peu près le triple des années précédentes.

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Free Ports.

IN view of plans discussed prior to the war for the establishment of free zones in various ports of the Levant, including Constantinople, the following description of the facilities offered by the Copenhagen free port is of interest to our readers :

“This enormous work, the outcome of Danish enterprise, commanded attention on all sides. The Copenhagen Free Port has long since surmounted the difficulties necessarily attending the first years of its growth and at the present period every square metre of ground inside the limits of the port is utilized in the interest of industry and oversea trade.

“It was predicted, at the time of the opening of the Free Port, that the Kiel ship-canal would not become the natural highway of traffic to the Baltic. This prediction came true. The military importance of the Kiel canal was at that time emphasized, and late history bears out its importance. The Danish waters, the route north of the Scaw, is yet the natural route of traffic to the Baltic countries, and Copenhagen, notwithstanding the Kiel canal, holds the prime position of Emporium to these countries. For the world trade from America and England, passing eastward to the Russian market, Copenhagen as a port of transshipment is of obvious importance.

“The Copenhagen Free Port Company is actively engaged in the extension of its grounds, warehouses and quays, in order to be prepared to meet the demands, which, according to indications, naturally will be called for. It is here of great importance that the Copenhagen Free Port Company already has taken part in the world's carrying trade and therefore only will need to extend the scope of its business and not have to commence as a starting concern.

Preparing for New Demands

“The work of extension which already has been commenced and which will be continued in the future, lies to the north of the ‘Northern Road Ports.’

“Concerning the Copenhagen Free Port Company it may be stated that the company not only carries on the business of the Free Port as such; but also a considerable warehousing business, undertaking the storing and transport of goods within the limits of the port. All labor charges and warehouse rent is levied according to rates controlled by the Danish Government, ensuring all users of the Free Port reasonable terms.

“The chief advantage of a Free Port is that of being exempt from paying duty when goods are discharged from ship; the duty being paid on the removal of the goods into the customs territory. Goods for transshipment abroad passing through the Copenhagen Harbor will in this way be free of duty and no examinations by the Custom Authorities and clearances will delay and add extra charges to the transmission of the goods. Furthermore with regard to the Free Port, the Harbor Dues are not to be paid before the goods are removed from the Free Port into the customs territory. From this it will be seen, that no dues are paid to the State on the storing of the goods in the Free Port.

The Advantages of a Free Port in Preference to a Customs Port

“In the Free Port the goods are as a rule entrusted to the care of the company and stored in the company's warehouses and the company will on application, when goods are stored, issue warehouse warrants. By means of such a warrant the merchant will be able to raise loans on his stock of goods in the Free Port, at various banks.

“On the Free Port Company's territory, merchants and manufacturers may rent sites for the construction of warehouses and factories and will thus be able to store or manufacture and export goods, respectively, without paying any dues whatever to the State. Duty and harbor dues will only have to be paid for that part of the goods which are imported into the customs territory. The sanction of the Ministry for Public Works will, however, be necessary when manufacturing is to be carried out in the Free Port.

“ The Free Port is the terminus and port of call of several large oversea steamship lines, so that there is direct means of communication between all continents and the Free Port, and from this port a large number of ships communicate with the countries bordering on the Baltic.

“ Merchants desiring to ship goods through the Free Port can do so in two ways; either by arranging with one of the steamship companies, whose ships call at the Free Port, to have the goods shipped to the port of destination on through bill of lading or shipped to the Free Port, on option bill of lading, whereby the merchant may defer to settle the destination of the goods until they have arrived at the Free Port.

**How the Free
Port May
Be Used**

Merchants may also forward goods direct to the Free Port for storing in the company' warehouses, from which the goods may be redirected to other ports or into Denmark. Such transit goods lie free of warehouse rent for about a fortnight. In order to forward goods for storing in the Free Port and later transshipment, it is, however, necessary for foreign merchants to have a representative (forwarding agent) in Copenhagen, as the company does not undertake the forwarding business, but only executes the orders given by the merchants through their representatives or forwarding agents”.

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Dairy Machinery in Greece.

(American Consulate General, Athens).

It is believed that American dairy machinery, if once well introduced to the Greek market, would make headway against machinery from other countries, and that the demand would increase from year to year. The average Greek business man has a favorable opinion of American machinery, and many of them consider it superior to all other machinery. Most of the dairy machinery in local use, however, has been imported from France, Germany, and England.

French machinery is used more than any other because most of the leading agriculturists have studied in French agricultural schools, and naturally prefer to use machinery with which they are familiar. Some dairies prefer German machinery, as it is cheaper and simpler than either the English or French, although it does not last so long.

Many Have Studied in French Agricultural Schools.

Great care should be taken in building up a trade in dairy machinery here. The proper method would be to act through a commission agent. There would be many advantages in appointing such an agent, conversant with the language, local conditions, requirements, etc. He would advise the American exporter regarding the manner of doing business, the credit terms offered by competitors, the financial standing of prospective customers and complaints of buyers, and could keep the importers interested in his goods.

At present American firms are in a position to demand "cash against documents," but with the return of peace, when so many countries will again be in the field, trying to capture the Greek market by their tempting offers, these terms will become too harsh. It should be noted that the Greek business man, on the whole, works with very limited capital and requires 2 to 6 months' credit to sell the goods and then pay for them. There are many houses here entirely worthy of credit, and few bankruptcies of any importance have been reported in the last few years.

The Greek merchant desires that all offers should be made him on the basis of c. i. f. port of arrival. He will cheerfully pay more in order to know exactly what the goods are to cost him, rather than take chances with regard to ocean freights, insurance, etc.

Shipping Terms Desired by Greek Merchants.

All dairy implements and machinery enter free of charge as per royal decree published in the Government Gazette No. 390 of October 20-November 2, 1915, article 1, No. 8.

Although this royal decree states that all agricultural machinery and implements destined to agricultural societies of Greece for their own use or for sale or disposal to their members are exempt from all port duties, octroi, communal, port, or other taxes, yet it is understood that a number of commission agents come within the provisions of this decree through being members of agricultural societies.

American Shoe

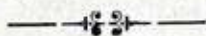
Factory in Greece.

(Vice Consul George P. Waller, jr., Athens)

SINCE the days when sandals were worn the production of foot covering in Greece has been in the hands of small cobblers. No village is too small to have its local bootmaker, and except in the largest cities imported machine-made shoe worn by the lower class is cheap and durable, footgear for use among the middle and upper classes is made to order and is expensive.

To profit by these conditions as well as to build up a market for certain kinds of leather in the production of which it is interested a company has been formed in Athens for the building and operation of a shoe factory, in which boots, slippers, etc., will be made by machinery in large quantities on American lasts.

According to the American installer of machinery for this factory, if no unforeseen obstacles develop the factory will be in operation in a few weeks, and by the 1st of December should be producing from 300 to 400 pairs of shoes per day. All the machinery of the factory has been brought from the United States. American lasts and certain kinds of American leather will be employed exclusively, and it is thought that owing to the pronounced inclination of many Greeks for American goods the factory's chances for success are excellent.



Minerals in Persia

THE zones producing minerals are (1) the Province of Azerbaijan, (2) the slopes of the Elburz ranges, (3) Khorassan, (4) Kerman, (5) the districts

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around Isfahan and Nain, and (6) the region of the Persian Gulf.

In Azerbaijan iron, lead, and copper ores exist in abundance. Lead is found in Khalkal region. Coal is dug near Tabriz. The slopes of the Elburz are rich in deposits of coal and iron. Turquoise mines are found in Khorassan, and also copper, coal, and salt. Kerman produces copper, lead, manganese, marble, borax, turquoises, iron mercury, nickel, and cobalt. In the southern region along the Persian Gulf the chief minerals found are naphtha, rock salt, and iron ochre.

The intrinsic value of these minerals is great, but their worth as articles of commerce depends entirely upon their situation, as means of transportation are extremely difficult, the cost of machinery is very high, and the questions of ownership and concessions from the Government are difficult to arrange.

L'industrie des Automobiles en Amérique.

LES progrès réalisés jusqu'ici par l'industrie des automobiles tiennent vraiment du prodige et nulle autre industrie américaine n'a encore pu atteindre ce degré de développement. Elle a acquis une importance telle, qu'elle occupe actuellement le premier rang parmi nos grandes industries ; du reste, elle ne cesse de se développer constamment avec une rapidité remarquable. On calcule que le nombre des voitures qui, jusqu'au premier Janvier prochain, auront été mises en circulation aux Etats-Unis même ou exportées à l'étranger et dont la construction remonte à moins d'un an, se montera à un million et demi ! Cette supputation n'est pas basée sur de simples estimations, mais bien sur ce fait que pendant le premier semestre de l'année 1916, soit jusqu'au 30 Juin, à minuit, 754.902 voitures automobiles ont été fabriquées et livrées par des fabriques américaines. La production de toutes les fabriques, d'un bout du pays à l'autre, augmente actuellement d'une façon constante.

Pendant l'année fiscale, du premier Juillet 1915 au premier Juillet 1916, bien des records de la fabrication ont été battus par des établissements qui avaient installé de nouvelles machines ou introduit de nouveaux systèmes de construction ; 1.300.000 voitures ont été fabriquées dans le courant de l'année citée et ce chiffre énorme a pu être atteint malgré des difficultés autrement sérieuses que celles que l'on avait eu à surmonter les années précédentes.

Le nombre des établissements qui ont fabriqué des voitures automobiles pendant le premier semestre de l'année 1916 s'élève à 99, dont 27 aux environs immédiats de Détroit, Michigan, ou à Détroit même, 12 dans la province de l'Ohio, 12 dans la province d'Indiana et le reste un peu partout, de l'Atlantique au Pacifique. Durant cette période, sur un total de 754.902 voitures, 96 % ont été fabriquées dans les trois états suivants : Michigan, Ohio et Indiana. C'est le premier de ces états qui détient le record, grâce aux grands établissements situés aux environs de Détroit, dont la production, pendant l'année 1915-16, a atteint le chiffre formidable de 595.153 voitures, soit 79 % des automobiles fabriqués aux Etats-Unis. La province d'Ohio est classé seconde, ayant fourni 15 % du total, soit 115.960 et la province de l'Indiana troisième, avec 2 % sur le total, soit 15.110 voitures. La maison Ford est à la tête des grands établissements avec un record de 298.000 voitures pour le premier semestre de 1916. Pendant l'année 1915-16, plus de 477.000 voitures entièrement montées ou prêtes à être montées ont été livrées par cette fabrique. La fabrique Willys-Overland à Toledo, Ohio, tient le second rang avec une production de 94.477 voitures pendant un semestre et plus de 150.000 au bout de l'année. Il faut citer en troisième lieu la maison Maxwell, qui a fabriqué 40.000 automobiles dans l'espace d'une année. Les autres grands fabricants sont Chevrolet,

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Buick, Dodge et Studebaker, le premier ayant fabriqué 40.000 et les autres de 30 à 40.000 voitures dans l'espace de six mois.

Quelques uns des chiffres reproduits par les statistiques de l'industrie des automobiles sont absolument fabuleux; ils forment en quelque sorte, l'épopée du Capital et des affaires comme qu'il ne s'en trouve aucun exemple dans l'histoire du monde entier. Quand on considère qu'une seule fabrique livre, dans l'espace de six mois, des automobiles pour une valeur de 119 millions de Dollars, il semble incompréhensible que d'autres établissements puissent subsister en même temps. Et cependant il y en a 98, qui, bien que ne fabriquant pas une aussi grande quantité, sont pourtant tous très prospères.

Ce n'est qu'en 1909 que la fabrication des voitures automobiles a atteint le chiffre de 100.000 voitures par an; à partir de cette année, elle suit une ligne constamment ascendante, avec 200.000 voitures en 1910, 300.000 en 1912 et 500.000 en 1914. Depuis lors, le surcroît de fabrication devient énorme; il est dû, en grande partie, à la guerre européenne et l'on peut prédire, avec raison, qu'à la fin de l'année le chiffre de 1.500.000 voitures aura été atteint.

La valeur totale des voitures fabriquées aux Etats-Unis en 1915 et vendues en détail est de 565.856.450 Dollars. Le premier semestre de l'année courante a donné un excédent de 481.100.000 Dollars, sur le prix de détail. Le nombre des voitures exportées à l'étranger à partir du premier Janvier jusqu'au premier Juillet 1916 présente un excédent de 33.000 voitures, évaluées à plus de 24 millions de Dollars. Pendant les six premiers mois de l'année, la production atteint une moyenne de 125.817 voitures. On en exporte environ 4 ½ pour cent; le reste est vendu sur les marchés indigènes. Les 754.902 voitures fabriquées pendant ce semestre ont toutes été vendues, et déjà, dans plusieurs districts, les négociants réclament leur part sur les 700.000 automobiles qui, comme on le présume, pourront être livrées dans le courant de l'année. Si les conditions actuelles restent inchangées, la richesse nationale aura été accrue, au bout de l'année, un milliard de Dollars représenté par la valeur des voitures automobiles.

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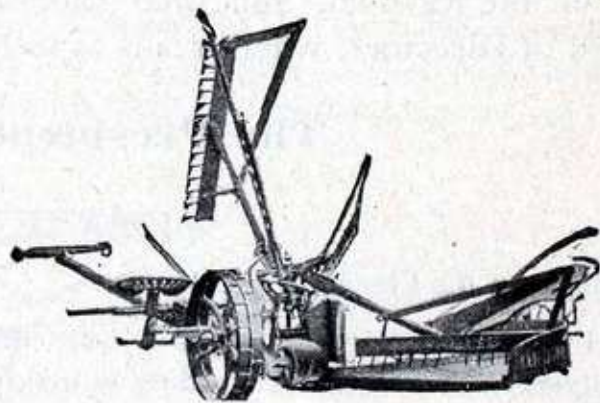
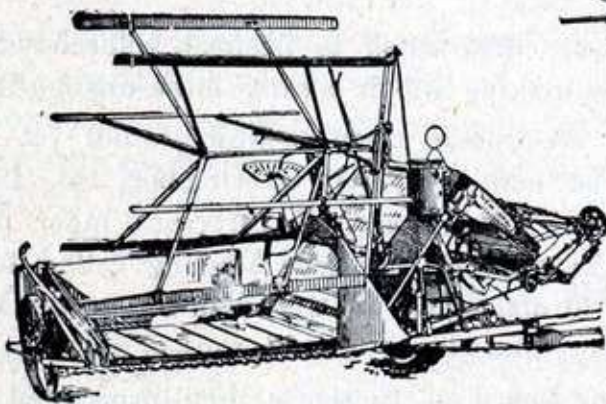
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Seventh Annual Meeting of the Chamber.

His Excellency Abram Elkus, the American Ambassador to Turkey, was the host of the Chamber on the occasion of its seventh annual meeting, which was held in the American Embassy in Constantinople on January 26, 1917. Sixty four members attended.

It is the first duty and privilege of the Acting Secretary to thank Mr. Elkus, in the name of the Chamber, for extending to us the hospitality of the Embassy, and for the personal interest he is taking in the work we are doing.

This was the first Annual Meeting for several years held without the cheering presence and guiding hand of our lamented former President, Dr. Marcellus Bowen, who died in Switzerland October 3rd, 1916.

The Meeting was called to order at 4.15 P. M. by President Gunkel, who, after having the minutes of the last Annual Meeting read and approved, gave over the chair to our Honorary President, Consul General G. Bie Ravndal, and then submitted his report in behalf of the Board of Directors, which reads as follows :

The President's Report.

Members of the Chamber, gentlemen :

Under prevailing conditions I feel constrained to bespeak beforehand your indulgence for an address the duty of making which became mine unsought.

In the past year a great shadow was spread upon us which is not yet lifted. Our President, Dr. Marcellus Bowen, suddenly died on October 3rd, 1916, at Vevey, Switzerland, at a time when we of the Board of Directors most needed his wise counsel and active help. The Special Directors' Meeting called for the purpose on October 14th, 1916, took formal notice of this demise and the Minute Book of the Chamber records our many and sincere expressions of grief.

In keeping with the By Laws, the Board of Directors then proceeded to the election of a new Presiding Officer and upon recommendation by the Nomination Committee, the Board selected for

President	OSCAR GUNKEL
2nd Vice President	DR. GEO. R. MONTGOMERY, to fill the vacancy due to my promotion.

These circumstances account for my standing here.

Since we last greeted you on this spot a year ago, we of the Board of Directors have drawn together more closely than before. With war around us and the avenues of trade shut for the time being, we still concluded to wrestle with the problems of the present and lay up a store of confidence in the future.

INCORPORATION.

It gives me pleasure to inform this General Meeting that in the course of the past year we have been able to duly incorporate our Chamber under American Laws. This is a feature of highest importance, as the Chamber has now the standing of a person in law. We are thus on an equal footing with the Chambers of Commerce resorting under the nationalities of the various countries in the Levant in which we are working.

The Board is grateful to all members who have supported the Organization both with membership and advertisement fees.

The details of the Membership will be interesting to you :

TOTAL MEMBERSHIP :

Our register shows the following as of December 31st, 1916.

Honorary Members	14
Life Members	9
Regular Members	566

HONORARY MEMBERS.

His Excellency, the present Ambassador to Turkey of the U. S. A., the Honorable Abram J. Elkus has kindly consented to be enrolled among the number of the Honorary members of the Chamber. The Ambassador is willing to help us, and as we need his help we welcome him in our midst with condign gratitude.

LIFE MEMBERS.

With time continuing out of joint as during the past year, we have unfortunately not been able to add any new name to the list of our Life Members. Though regrettable, we do not feel that this need be considered discouraging. Those most anomalous conditions with which we have had to deal have only temporarily checkmated our efforts and those of our representative in America to add to our Life Membership.

ORDINARY MEMBERS.

At last General Meeting we reported to you a total ordinary membership of 588 as of December 31st, 1915. Our register shows as of December 31st, 1916, a total membership of 566 of which number 116 are in Constantinople alone. In view of general conditions this decrease cannot be considered important, nay, it is the reverse, for it proves the perseverance and confidence in the future of the great majority of our constituents. The slight loss of membership throughout the year was in part compensated by the accession of 22 new memberships, viz :

- 14 at Constantinople
- 8 in America

BRANCHES.

Due to general conditions the Board of Directors have found it impossible to maintain that close touch with the various Branches in the Near East and in America which would have been desirable. We can only trust that in these

associate Chambers the same hopefulness for the future and the same energy in dealing with the difficulties of the day have prevailed as at the Constantinople headquarters of the Chamber. The Branches actually enrolled are the same as a year ago, as no new ones have been opened during the twelve months. After the war we shall do better, both in America and in Roumania, Bulgaria and Egypt.

LEVANT TRADE REVIEW.

The cement between ourselves and our branches in the Ottoman Empire, elsewhere in the Levant and at home is the LEVANT TRADE REVIEW. It is, indeed, a great pity that restrictions upon circulation of mail matters arising from censorship have also affected the circulation of our Review. However, members at home and abroad should know that if the copies have not reached them regularly the fault does not lie with us as the Review has always been sent without fail to all names on the mailing list.

THE HONORARY PRESIDENT.

The Chamber owes very special thanks to its Honorary President, Consul General Ravndal. His devotion to our interests is like a tower built on deep foundations. He knows well how to overcome rough places and gladly has allowed us at all times to draw upon his rich experience and helpfulness.

GENERAL SURVEY AND OUTLOOK.

This Chamber is now entering upon its seventh year of existence and the Board of Directors have recently framed a platform which will serve as a loadstar for its future work. The text of this platform is being published in the Levant Trade Review and you will, therefore, have an opportunity to mark, read and digest same at your leisure.

Gentlemen :

I have purposely framed my report to you after the manner of a mere business statement regarding the past year.

Regarding the years ahead many encouraging things could be said and I am sure will be told you by our Ambassador and our Consul General who have kindly promised to speak to you.

Within the present month we have had numerous applications by important business houses in Constantinople for membership. This is a sure sign that the business community appreciates the tremendous importance which America will have in the reviving of the general business of the Levant.

We all hope that the war cloud will lift soon, and that thus the bright reflex of American prosperity will fall upon us with increased power for good to us and to our fellowmen.

Mr. Gunkel was then called on, as acting Treasurer, to present the Treasurer's statement for 1916 which showed a substantial cash balance on hand. A motion was made and unanimously carried to accept and approve the report.

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The Nominating Committee reported the names of the men selected for office during the ensuing year, and, in addition, Mr. Cartali, Manager of the Imperial Ottoman Bank, was proposed as Legal Adviser. It was then moved and seconded that the men nominated by the Committee, and Mr. Cartali, be elected. The motion was unanimously carried and the Secretary was instructed to cast one ballot, and the chair declared the gentlemen duly elected for the ensuing year. The names of the new officers appear on the first page of the present issue of this publication. Among the new Directors, besides M. Cartali, special mention should be made of Mr. Huntington, Mr. Mitrani and Mr. Hirzel of Constantinople and Mr. Nickoley of Beirut.

Consul General Ravndal, before leaving the chair, delivered his annual address, which was characteristically inspiring, and is given below for the benefit of those members who were unable to attend the Meeting. The Chamber looks forward, from year to year, to our Honorary President for the words of encouragement and sound advice which he has never failed to give us.

Mr. Ravndal's Address.

Gentlemen:




I am grateful for the privilege of being with you today. This is the seventh annual meeting of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT which I have attended. In other words, it has been my good fortune so far to take part in all your annual meetings. It certainly has been gratifying to witness the Chamber's growth from that day in March 1911, when it was first organized, until now when it enters upon its seventh year. Inspiring, as well as gratifying, because it is obvious to all that the Chamber is succeeding notwithstanding the serious obstacles in its path, including several wars, which it has had to encounter.

Undoubtedly, the reasons for this steady progress on the part of the Chamber are numerous and varied. But, I think, the following may be counted among the essential ones:—

- 1). There is at the bottom of it all, throughout the Levant and the Balkans, a real, genuine sympathy for America which has sprung from American philanthropic enterprises in the Near East dating back to 1820 — from relations produced by emigrants and tourist travel — from a universal conviction, especially among the middle and lower classes, that America above all nations stands for democratic principles, i. e. liberty and equal opportunities for all, rich and poor alike, without class distinction.
- 2). Then there is the sentiment, fostered by consuls and by farseeing merchants, that America's day is surely coming, in a commercial way, out here, and that it is incumbent upon those interested in affiliations with the markets of America to organize for the purpose of paving the way for the advent of this day.

Organization has become vital in modern times. The value, nay necessity of it, is not as widely recognized out here as in Germany, England or America. But the experience of this Chamber proves that the principle of organization and co-operation is gaining ground in the Near East. Individual efforts are laudable,

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but often they prove futile until transformed by agitation and concerted action into a public sentiment to the pressure of which all obstruction must yield. Your platform contains the chief desiderata of all business men in the Near East inclining towards America. Smyrna alone cannot carry these needs into fulfillment. Alexandria cannot do it alone, nor Athens, nor Sofia. But a union of all forces, suffering under the same disabilities, will ultimately win out, and everybody will be benefited because each one is similarly affected. In the interest of organization, and through organization of obtaining the results desired, you have wisely entered into contact with the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA, and you hope some day to have a permanent Secretary of your own in New York.

As regards America's day out here, it is inevitably coming. I will quote a few lines from the last annual report of the Department of Commerce in Washington. Mr. Redfield, the head of that great Department, says:—

„ The balance of trade in favor of the United States on merchandise transactions for the fiscal year ended June 30, 1916, was \$2,135,775,355. The total of our merchandise export trade was \$4,333,658,865 and of our import trade \$2,197,883,510. These conditions have increased during the three months from the close of the fiscal year to October 1, in which period the merchandise exports have been \$1,468,196,616, the imports \$546,187,765 and the net visible balance \$922,008,851.

„ Our foreign indebtedness has been reduced possibly three billions. We have loaned abroad a total sum since the war began on August 1, 1914, estimated at \$1,500,000,000, and increasing. We are the wealthiest nation in the world and the most prosperous one. We have not wasted our men or our means in war. Relatively to our fiscal power to-day our debts are trifling. Nations less wealthy than some of our individual States bear a heavier burden of debt and interest than we. We are the only one of the great industrial peoples that is at peace. Nations turn to us for goods and for means with which to pay us for the goods. None of us in our wildest financial fancies would five years ago have dreamed that things could be as now they are.

„ To protect our reserve of gold, which is the ultimate base on which our domestic credits rest, we must maintain our export trade and must continue and increase loans and investments abroad ”.

More recently, an eminent financial authority in the service of the Government of the United States, described the situation as follows:—

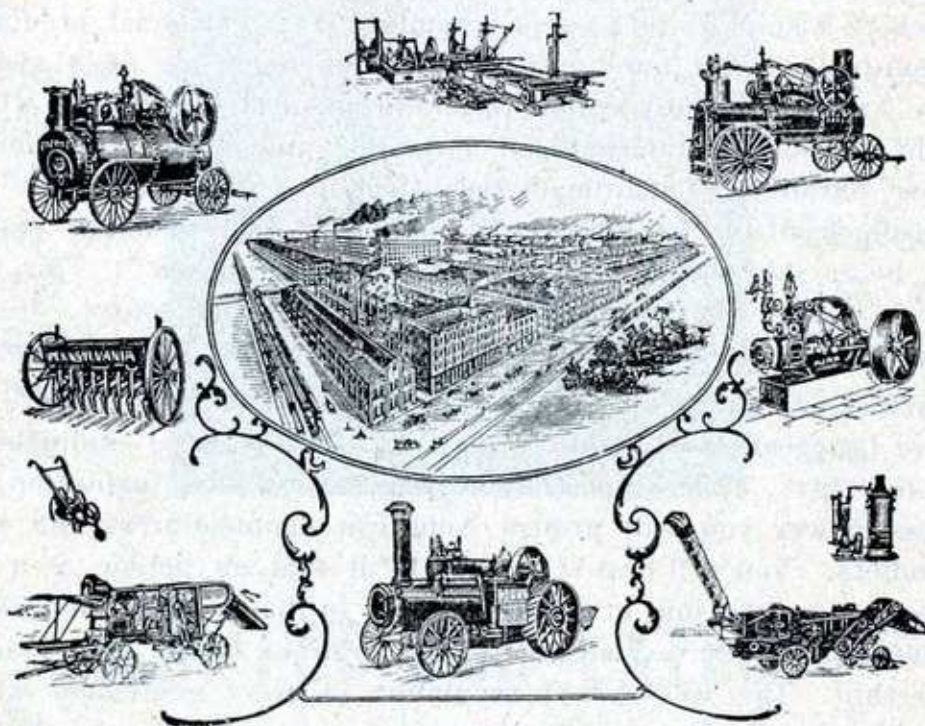
„ We have already absorbed the larger part of the American securities that were held in Europe when the war broke out, and our advances to other countries now exceed \$1,900,000,000. Furthermore, our exports to foreign nations are now in so vast a volume as to render full and immediate settlement in gold impossible. We are absorbing every month more than the world's total new production of gold, and we are receiving large sums from the hoarded stocks of nations now debtors to us. But even with this, large credits are necessary to sustain our exports. Through force of circumstances the United States is now the world's banker and must continue to act in that capacity for a long time to come, and if we make proper use of our opportunities we can remain permanently at least as one of the bankers of the world. We must expect to be called upon abroad to render much of the service that has hitherto been performed very largely by England in extending those short-term credits which the world requires in the production and transportation of all kinds of goods. The nature of the acceptance business is such that it can best be carried on by those countries that have the lowest discount rates and have the freest and most reliable gold markets.”

„ We have not wasted our men or our means in war ”. „ The United States is now the world's banker ”. These two sentences suggest a vast deal of things. “None of us in our wildest financial fancies would five years ago have dreamed that things

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could be as they are now". America's day is surely coming — even out here, as soon as the war is over. The countries of the Levant and the Balkans will need both American markets (for exports and imports) and American money (for public works). They will want these means of economic salvation and material recuperation urgently and insistently.

Now, what is America's disposition in the premises? President Wilson in his speech in Cincinnati, October 28, 1916, answered this question. Said the President:—

„Trade wars are more dangerous to the peace of mankind than the war of arms. They breed that kind of underhand jealousy, those secret combinations for advantage which touch men at the very sources of their life and lead to a profound antagonism which generations cannot blot out. America, therefore, as a financial nation, has this delicate duty of mediation. It must see to it that it lends its money only for the advancement of the interests of mankind in general”.

This is a program worthy of American ideals. America is in no way whatever responsible for the war. But America may properly be held responsible for the manner in which it employs its present commercial and financial predominance. Merchants and bankers out here may count with confidence on a sympathetic reception in America for any commercial and financial operation which has nothing to do with foolish international boycotts, and which are conceived in good faith for purposes of legitimate reconstruction. “Trade is not war and cannot be made profitable by fighting. It succeeds by production and not by destruction, by an interchange of benefits and not of injuries”. This Chamber should actively oppose any movement, no matter from what source, designed to perpetrate an economic war as soon as the present military carnage terminates.

THE AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT is destined, I believe, to be a power for great good in the Near East. It will stand unflinchingly for commercial morality. That is the chief cornerstone of this institution. As far as lies in your power you will protect American manufacturers and importers against swindlers. You will first of all see to it that no person of a doubtful character secures membership in this Chamber. In that way you also best serve your own interests. Your very strongest card, I think, is the high standard of your membership. The well-earned reputation of every gentleman whom you have to-day elected to the Board of Directors is a guarantee of good faith which, in my opinion, is the finest asset of the Chamber.

You have other purposes and achievements in mind. Some of these are clearly set forth in your excellent platform. There is nothing strikingly new in this platform but permit me to say that I think your president deserves much credit for having caused it to be drafted. We had (and still have) in the LEVANT TRADE REVIEW a banner, as it were, around which the clans might (and may) rally. Mr. Gunkel, in the platform, has now given us a battle cry. Your campaign is not in the nature of a war of arms, nor of an economic war. It is a campaign of education, the aims of which are peace, prosperity and friendship.

In these endeavors, you have the good will and hearty support of American diplomatic and consular officers throughout the Near East. It is no slight advantage to us as a Chamber to be invited to these halls, the guests of His Excellency the American Ambassador to Turkey. We are profoundly thankful for this mark of esteem and consideration. Incidentally it will stimulate our efforts in the direction of putting up a building of our own in Constantinople

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**MEMBERS OF AMERICAN CHAMBER OF COMMERCE
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so that in five years from now, if not before, we may invite Ambassador Elkus as our guest of honor in our own house and thus return his courteous hospitality.

May your campaign of education — may all your benevolent efforts be crowned with continued and abiding success !

Mr. Gunkel again took the chair at the conclusion of Mr. Ravndal's address, and requested His Excellency the American Ambassador to address the Meeting. Mr. Elkus spoke as follows :

The Ambassador's Address.

Mr. President and Members of the American Chamber of Commerce :

I am grateful to you for your invitation to be present and address you at this your most important gathering of the year.

Your Meeting comes at a most opportune moment. Only a few days ago, the President of the United States delivered an address to the Senate which has been welcomed by all the peoples of the world. In this address the President points out the way to peace for the ending not only of this war, but permanent peace by international agreement, international preventive measures, by giving justice to the great nations and the small and by reestablishing the freedom of the seas. This peace is what all the world is yearning for so that the work of reconstruction can be taken up again, ruins cleared away and the old civilization reestablished and carried on to new heights.

In this work our country, as the greatest and richest neutral nation, will naturally take a leading part ; for, as President Wilson has so pertinently pointed out, the United States has now become a world power. A nation that has an export trade of \$4,333,000,000 a year as the United States had in the year 1916, and that has a treasury reserve of \$2,800,000,000 in gold—which is more than the combined reserves of the Government banks of England, France, Germany and Russia — is bound to be a world power. It is our vast store of capital which will have to be drawn upon to furnish the fuel for the renewed activities of peace in Europe, I am sure. Especially in the newer fields of commerce, such as in the Near East, our merchants will have a tremendous opportunity at the close of the war, to develop a direct commerce.

It is a truism to say that the Ottoman Empire and the other Balkan countries offer a magnificent field for industrial and commercial enterprises. Their mines, agriculture, railroads, water power, in fact, most of their resources will be developed in the next decade. These countries are very much, in this respect, to be compared to our own country fifty years ago, before the great West was opened up. Now with a lasting peace, surely all this natural wealth will attract capital and lead, I have no doubt, to great material prosperity.

Unfortunately, so far the United States has certainly, in comparison with other countries, been rather backward in taking advantage of the field here. Our exports into the Levant were less than 10,000,000 dollars in value, during the last year when reliable statistics were obtainable, and though our imports

from Turkey alone were considerably more and amounted to almost \$25,000,000 in the same year, this was not due entirely to the enterprise of our merchants, but to the fact that these imports consisted largely of articles, which we could not as easily obtain elsewhere, even if we wished to.

It is not to be doubted; however, that, with our prominence in particular fields of manufacture, we ought to and will do much better than we have, on both sides of the ledger hereafter.

But not only in actual import and export trade have we been unprogressive and not taken advantage of our opportunities, in the Near East, but also in the matter of the investment of capital. With our great financial resources we should, after the war, find a great field here. Hitherto we have been satisfied with investing at home, but I believe, as the development of our country is becoming more complete, our financiers will be forced to seek investment in foreign quarters. And, of all the countries still open, what country more promising than Turkey and the lands of the Near East?

In other parts of the world our merchants and bankers have already recognized the change in our situation as has also the United States Government itself. It has recently enacted new laws liberating our commerce, permitting combinations for the conduct of export trade and the establishment of foreign branches by American financial institutions. Several large groups have already taken advantage of these opportunities offered by our Government and have opened branches in South America and in some of the European countries for the purpose of facilitating American trade.

As yet no such group or groups of merchants or financiers have turned an eye toward the field here. Nevertheless, it is thus, through cooperation, cooperation between different industries and commercial activities, that other nations have worked in the Near East, and it is by these means that our trade will best be developed and the individual merchant and investor most efficiently protected. You, Gentlemen, have already done excellent work of this kind here. You have already succeeded in arousing the interest of American business men to the possibilities here; you have cooperated excellently in developing the friendly relations of our country with the other countries of the Near East. I think you will be able to proceed still further upon the same road and eventually meet with even a heartier response on all hands. This is work which you can continue even now. It is a work of preparedness, preparedness for peace and the ways of peace. I believe with proper foresight, energy and willingness to work together, great prosperity in trade can be created both for our country and for the countries of the Near East as soon as the world has returned again to peaceful pursuits.

The Ambassador was very warmly applauded at the conclusion of his remarks, and the President, in behalf of the Chamber, thanked him most heartily.

The President re-appointed the present Nominating Committee for the coming year, consisting of Messrs. Damon, Arsen, Lebet, Constantinidi and Heck, and then declared the Meeting open for any remarks or suggestions.

Mr. Cartali, the newly elected Legal Adviser, and Dr. Montgomery, newly elected First Vice-President, took the opportunity to express their appreciation of the honor bestowed on them and to pledge their cordial support to the Chamber's efforts.

After the Meeting had adjourned, the members spent a social hour at the Embassy on the kind invitation of the Ambassador. Tea was served. Among the members, the feeling prevailed very distinctly that the prospects of the Chamber were never as bright as now, notwithstanding the general situation.

V. D. TOMPKINS.

Acting Secretary.

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ATELIERS ET SALONS AU PREMIER ÉTAGE

“Export Trade Directory”

LE “Export Trade Directory” pour 1917-1918 (Annuaire du Commerce d'Exportation) publié par l'American Exporter, paraîtra au mois de décembre 1916. L'annuaire 1917-1918 constituera la cinquième édition de ce livre, qui contient les noms et adresses de tous les commissionnaires-exportateurs et bureaux d'achat étrangers de New-York, San Francisco, Boston, Philadelphie, la Nouvelle Orléans, Portland, Seattle, Tacoma, etc, ainsi que les banques faisant des opérations avec l'étranger, les agents-exportateurs, expéditeurs, etc.

Tout le travail préparatif vient d'être terminé et la majeure partie de l'annuaire est déjà composée.

Tous les renseignements contenus dans l'“Export Trade Directory” ont été recueillis et arrangés sous la direction personnelle de B. Olney Hough, Rédacteur de L'AMERICAN EXPORTER. La préparation de ce livre a démontré d'une façon frappante l'augmentation énorme des facilités d'exportation résultant du commerce d'exportation exceptionnel dû à la guerre.

Par exemple, l'édition 1915 contenait les noms de 785 marchands-exportateurs à New York, tandis que l'édition 1917 n'en contient pas moins de 1296. Il est important de faire remarquer, fait qui intéresse tout spécialement les fabricants, qu'une partie considérable de cette augmentation est due à l'ouverture de bureaux d'achat à New York par d'importantes maisons établies dans les différentes parties du monde.

De même le nombre des banques traitant des affaires avec l'étranger, est passé de 73 à 85, le nombre des agents exportateurs de 129 à 150 et celui des expéditeurs de 72 à 126. Il y a en naturellement aussi un grand nombre de changements de raisons sociales, de fusions de maisons, etc.

Une innovation importante de l'“Export Trade Directory” 1917-1918, est constituée par le fait que la situation financière des principales maisons de commission d'exportation et des acheteurs étrangers établis aux Etats-Unis s'y trouve cotée. Jusqu'à présent cet annuaire n'avait jamais contenu de renseignements de ce genre, mais dans la nouvelle édition toutes les maisons d'un capital de \$50,000 ou plus seront cotées suivant leur importance.

La International Bank.

LE lundi, 6 novembre dernier, les bureaux de la International Bank, furent transférés de 60 Wall Street, au Whitehall Building, 17, Battery Place. La International Bank est une subsidiaire de la International Banking Corporation, qui dépend à son tour de la National City Bank.

La International Bank se spécialisera dans les affaires d'importation et d'exportation et le fait qu'elle est affiliée à International Banking Corporation et à la National City Bank de New York ne peut manquer d'intéresser vivement les exportateurs.

M. Lawrence M. Jacobs, vice-président de la International Banking Corporation et précédemment représentant à Londres de la National City Bank de New York, est le Président de la International Bank. La majorité des administrateurs sont également administrateurs de la National City Bank, de la International Banking Corporation ou de la American International Corporation.

Le choix du Whitehall Building pour les bureaux de la International Bank fait ressortir encore le développement croissant de ce bâtiment comme centre du commerce d'exportation de New York. Les directeurs de la International Bank semblent avoir suivi le même raisonnement qui décida L'AMERICAN EXPORTER à transférer ses bureaux dans le même bâtiment il y a deux ans et demi.

La International Bank, de même que les propriétaires du Whitehall Building ont reçu de nombreuses félicitations à l'occasion de l'occupation de ces nouveaux bureaux.

Our 1st Vice President.

THE Chamber is fortunate in having next to the head of its affairs a gentleman of tried and distinguished service. The office to which Dr. Montgomery has been elected has been filled successively by Messrs. Arthur F. Chester and Frederick Wirth, jr., and has been graced by each. On the retirement of Mr. Wirth, based on purely personal grounds, the choice unanimously fell upon George R. Montgomery who on Dr. Bowen's death had been elected 2nd Vice-President in the place of Mr. Oscar Gunkel, now President of the Chamber.

Dr. Montgomery is Special Assistant to the American Ambassador to Turkey, and his work has particular relation to the Embassy's comprehensive relief operations, which at present involve the handling and distribution of several million dollars annually, largely for the benefit of military prisoners and civilian internes in Turkey.

Born of American parents in Marash, Asia Minor, where he spent the first 13 years of his life, Dr. Montgomery is familiar with the languages of the Levant, including Turkish, and with conditions prevailing in the Near East. He has served as examiner in Turkish for the New York Civil Service Commission and also as Lecturer in Philosophy in New York University, one of his courses of lectures being on the subject "Europe and the Near East". After graduating from the Yale Law School in 1894, he travelled in Turkey spending a year in Smyrna, where he studied French and Turkish Law in the International College, and afterwards remaining in Constantinople for a year engaged in the practise of law and in newspaper work. Before returning to the United States, Dr. Montgomery spent one year in Berlin University. He is a finished orator and an amateur of music.

For 10 years, before returning to Turkey to take up his present important duties at the American Embassy, Dr. Montgomery was Assistant to Dr. Charles H. Parkhurst who enjoys a wide reputation in America and abroad as a social and political reformer. In that capacity Dr. Montgomery acquired a great deal of experience in relief work in New York City. For a period, he was Acting Superintendent of the large Colored Orphan Asylum at Riverdale.

As an author, Dr. Montgomery has published "The Place of Values", "The Unexplored Self" (Putnam's Sons, New York); a translation of "Leibnitz's Metaphysics" (The Open Court, Chicago). Recently, Thompson, Brown & Co. have published the third edition, entirely re-written, of his "Talking English, a Manual for Teaching the English Language." He also has contributed articles to reviews and periodicals. As a scientist, he has made investigations in the application of dynamics to logic and in the study of entoptic phenomena.

Although a young man (only 46 years of age), Dr. Montgomery has already behind him achievements of a high order. His interests cover a wide field. As Vice-President of the Chamber, he will be far more than a mere figurehead. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT has ample reason to be happy that, at this vital juncture in the economic relations between America and the Near East, it will receive the benefit of Dr. Montgomery's wise counsel and impelling initiative.



GEORGE R. MONTGOMERY, 1st Vice President
of the American Chamber of Commerce for the Levant.

Turkey and America.

It has been customary, both in Turkey and America, to dwell upon differences separating them. Perhaps, for a change, it would do no harm to recall a few incidents of the past which have breathed a spirit of mutual good will.

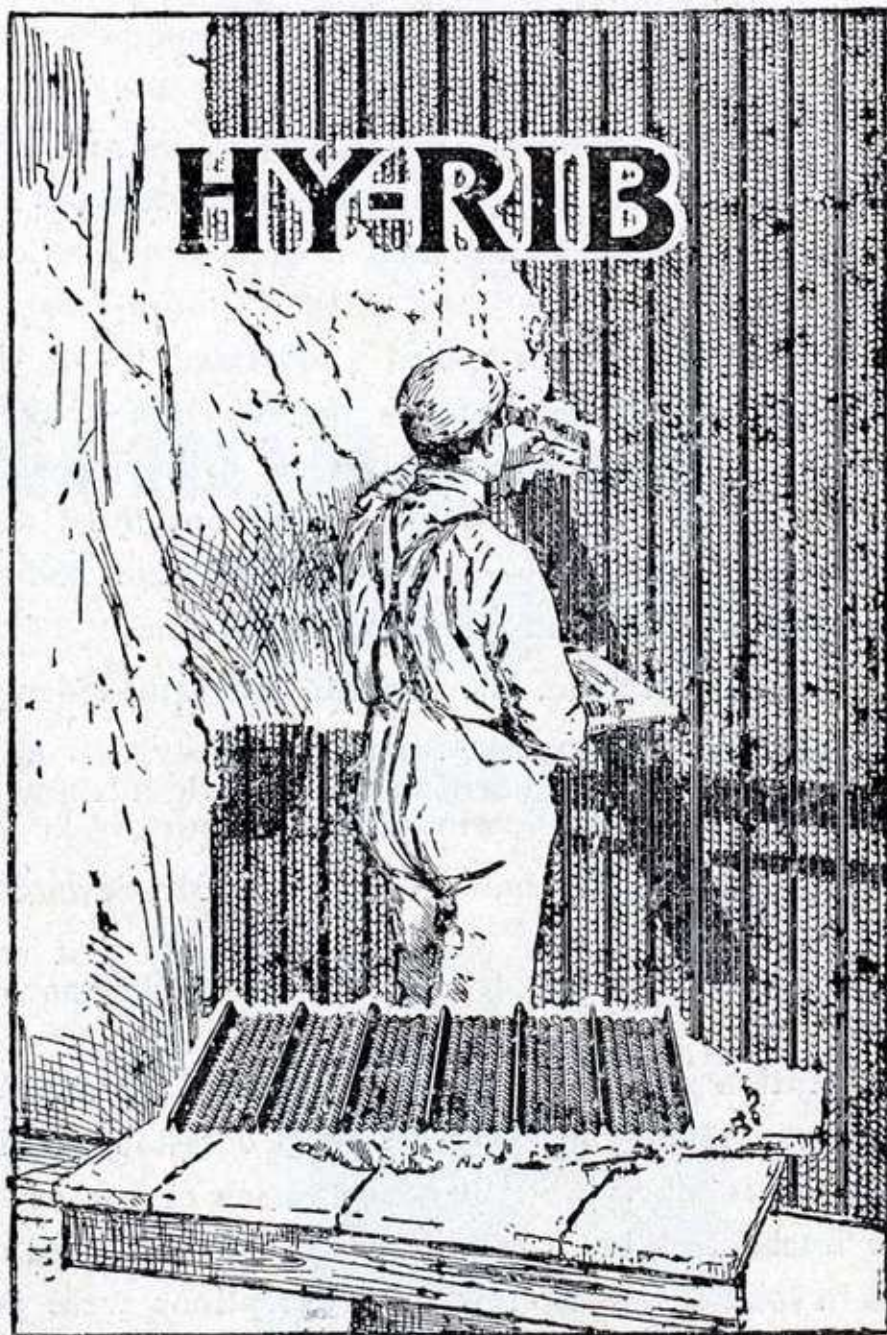
Our relations with Turkey date back to Captain Bainbridge's involuntary visit to Constantinople in the U. S. frigate *GEORGE WASHINGTON* in the fall of 1800. He had been compelled by the Bey of Algiers, to whom he had brought the annual tribute, to carry presents and a special messenger to the Sultan of Turkey. History tells us that the "George Washington" was the first ship to display the American flag—though not under the most agreeable circumstances—before the ancient city of Constantinople. The Turkish officers had never heard of the United States, but when, at length, they were made to understand that Bainbridge came from the New Western World, which Columbus had discovered, he was received with great courtesy. Indeed, the Sultan drew omens especially favorable to the future friendship of the two nations from the fact that the American flag was emblazoned with the stars and his with the crescent, indicative, as he imagined, of a certain similarity in their institutions. With the Capudan Pasha, the Turkish Admiral, Bainbridge became a great favorite, and received from him a firman, which on his return to Algiers protected him from any further insolences on the part of the Bey, and enabled him to render essential services to the French residents, exposed to great danger by a declaration of war by Algiers against France. The Pasha was anxious that an American Ambassador should be sent to Constantinople and a treaty made; but the recall of Smith, the United States Minister to Portugal, who held also a commission to treat with the Porte, prevented any thing being done.

Louis Kossuth's surrender at Constantinople to the commander of the United States steam frigate *Mississippi* in 1851 on which the Hungarian patriot, at the instance of the American Government, was to emigrate to America, may be considered as one of many evidences of Ottoman good will towards our country. Secretary of State Webster in his instruction to the United States Minister at Constantinople of February 28th, 1851, declared that "compliance with the wishes of the

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government and the people of the United States in this respect will be regarded as a friendly recognition of their intercession, and as a proof of national good will and regard."

During the Civil War in the United States, prior to which time American shipping was second in the world's commerce, the Ottoman Government, as far as possible, protected our vessels in the Mediterranean and our national interests. Proof of the latter assertion is abundantly furnished by the published correspondence between Mr. Morris, our Minister at Constantinople, and the honorable the Secretary of State, Mr. Seward. Sultan Abdul Aziz and his Cabinet remained loyal to the American Government throughout the entire conflict in spite of English and French influences at his Court which were especially powerful at the close of the Crimean War. On April 23, 1862, a Vizirial Order was issued (addressed to all the public functionaries of the Sublime Porte on the sea-coast of the Ottoman Empire) prohibiting the entrance of privateers or any class of vessels into the ports and waters of the Ottoman dominions fitted out for the purpose of preying on the commerce of the United States and exempting naval vessels of the United States from any restriction.

Said the Secretary of State, Mr. Seward, June 24th, 1862 :

"It will be to the honor of the Sultan of Turkey that he took the lead in conceding to the United States rights, which, it is now expected, will soon be conceded by all the other maritime powers."

On another occasion (September 19th, 1862), Mr. Seward wrote :

"The Turkish Government has been singularly just and liberal towards us in this emergency; it deserves our forbearance and our friendship."

Special mention should be made of Admiral Farragut's visit to Constantinople in 1868 as marking the third occasion on which, after the treaty of Paris of 1856, American vessels of war exceeding the dimensions established by the said treaty, were allowed to pass the Dardanelles in spite of the fact that such exceptions were permissible only in favor of royalty. In his note to the representatives of the Powers, parties to the treaty of Paris of 1856, Fuad Pasha, Minister of Foreign Affairs, stated that "His Imperial Majesty the Sultan, wishing to testify his regard for the great American republic, and to see this magnificent frigate (the U. S. S. FRANKLIN), has, for this purpose, and in a manner altogether exceptional, granted the requested permission."

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I have mastered

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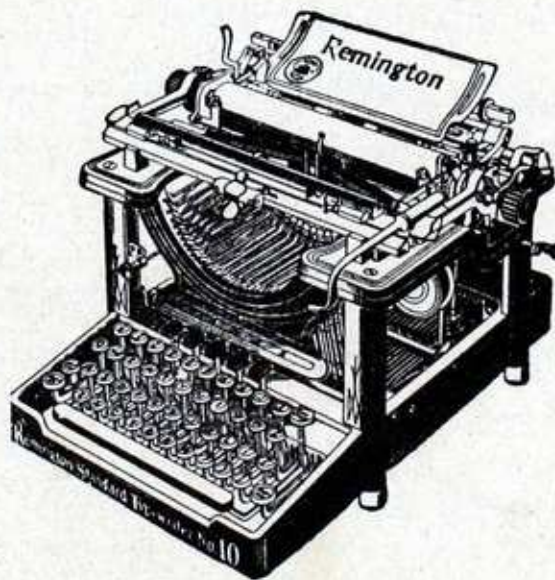
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at the rate of

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A MINUTE.

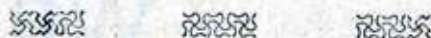
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VISIBLE
WRITING



We print to-day a picture of the U. S. S. FRANKLIN being burnt off the coast of Maine, having been sold by the Government to a private concern for the material its hull might afford. This happened only a few weeks ago, and thus disappeared from off the world's stage a noble ship which had carried a famous American admiral to Constantinople during whose friendly visit here Robert College obtained its "Toghragl İradé" or imperial charter (September 1868).

The attitude of the people of Turkey towards our country during the Spanish-American war (1898) was obviously sympathetic, especially in Jewish and Moslem circles.

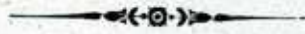
When President Roosevelt in the fall of 1908 sent the famous battleship fleet around the world, several separate squadrons, on the return voyage, were despatched to visit Turkish ports: Beirut, Smyrna, Saloniki, Tripoli in Africa. America, the home *par excellence* of popular self-government, thus recognized the Constitutional regime in Turkey and expressed its cordial wish for its success. At Smyrna, a number of Turkish naval officers, who had been invited to be the guests of the fleet, joined Admiral Schroeder's squadron and remained with the re-united fleet until Admiral-in-Chief Sperry hauled down his pennant off Hampton Roads on the completion of the cruise. The Turkish Government on that occasion renewed its former assurances of friendship for the great Republic of the western seas.



The İKDAM suggests that the press has it within its power to draw Turkey and America closer together in bonds of friendship and co-operation. It is a high and laudable mission, presumably not incapable of fulfilment. In order to accomplish anything of consequence along this line, the Turkish press must have representatives in America and the ASSOCIATED PRESS a bureau in Constantinople. The latter proposition, as will be seen elsewhere, figures as a plank in the platform of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT. America must get away from the system under which it draws its information about developments in the Near East from Berlin and London. It must become independent both of Wolff's and of Reuter's telegram concerns in dealing with the Ottoman Empire. It must establish direct relations, not only in shipping and banking, but also in its press service.

Ballad of the Frigate Franklin.

(Written for "Levant Trade Review" by Miss Muriel Kinney,
Professor of American Literature
at the American College for Girls, Constantinople).

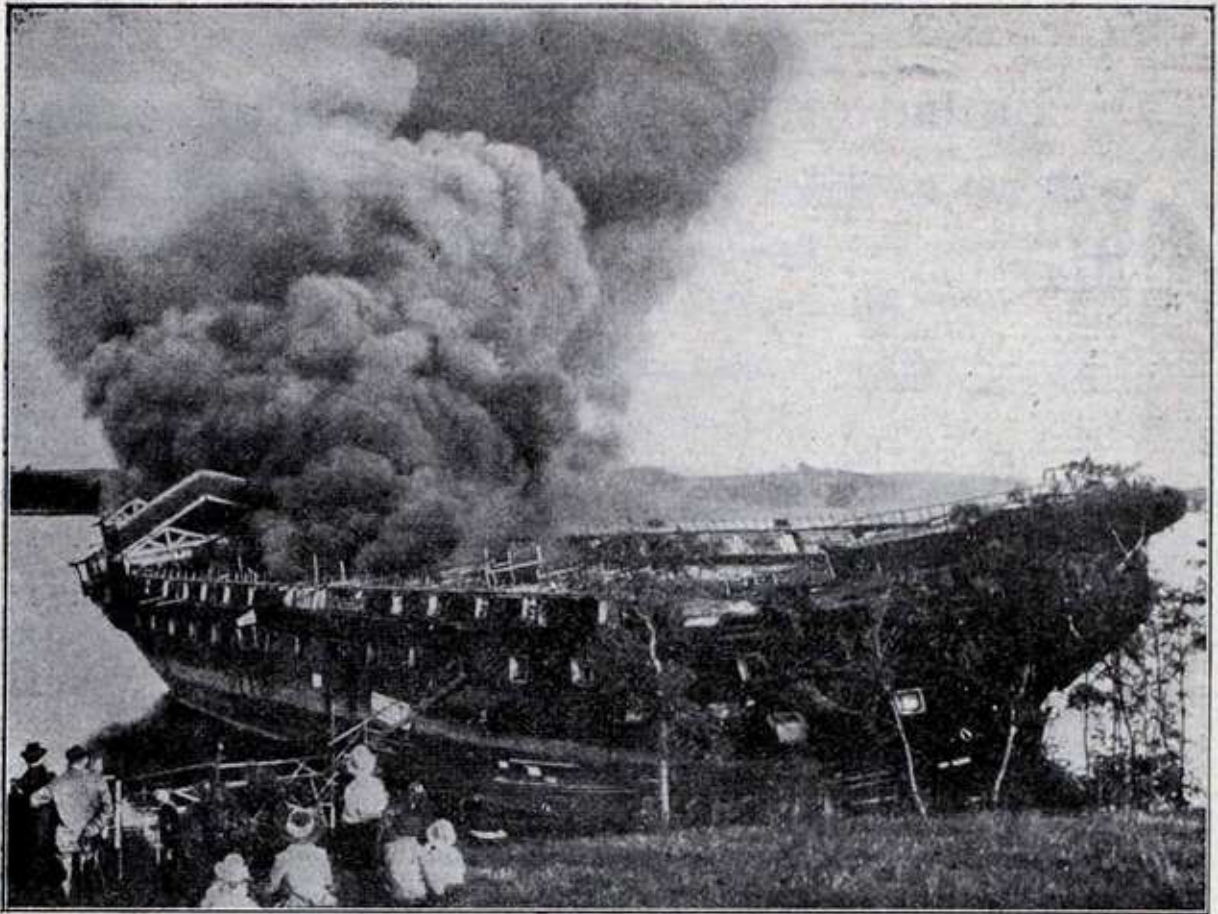


*The Sultan sat upon his throne,
A mighty power was he,
His courtiers bowed them to the floor :
" All hail, all hail, oh King to thee,
A ship has come the wide seas o'er,
Its master fain thy face would see,
Thy face in fair Stamboul".*

*" But whence the ship, who are the men ?
Now quickly tell me true,
That, crossing o'er the deep, wide sea,
Have come so near, would fain sail through
My Dardanelles, are seeking me,
Ye say, from far across the blue—
My face in fair Stamboul ?"*

*" Across the ocean, deep and wide,
A mighty people dwell ;
' Tis from their shores this frigate sailed,
Her master, Farragut. They tell
How 'fore his glance great armies quailed.
He kindly would the glories spell
Of thee and of Stamboul."*

*The Sultan sat upon his throne,
A mighty thought thought he :
" The Franklin is its name, I think,
The friendly folk across the sea,
Who dwell in peace upon the brink
' Neath Hesper, fly the stars, while we
The crescent in Stamboul.*



FAMOUS SHIP OF THE OLD AMERICAN NAVY BURNED BY WRECKERS

The U. S. frigate *Franklin*, once the flagship of Admiral Farragut and one of the most famous vessels of the old wooden navy, was burned October 2d, 1916, on the beach at Eastport, Me.,

for the old metal in her hull. The passing of this historic vessel was witnessed only by a few villagers.

*“ So surely must we friendly be,
Bear ye this message kind :
Free passage, brother, through my sea ;
Until thou come our eyes are blind,
Our palace shall all waiting be
Till' neath its roof thine eye hath shined
On me, in fair Stamboul.”*

*So Farragut to Stamboul came
The Sultan's face to see ;
The Sultan gladly viewed his ship,
The gallant Franklin, where that she
At anchor lay, a graceful clip,
In Marmora, beside the quay,
The quay of old Stamboul.*

*In '68 these things betid,
And now across the sea,
The frigate Franklin's ashes fall
Upon the waves. No more will she
Respond to king's or master's call;
And never more her sails shall be
Unfurled in fair Stamboul;*

*Yet may the friendly messages
And greetings of that day
Still live and grow, while breezes blow
Across the Marmora in play;
And may the stars and crescent know
Exchange of stuffs and colloquy
Forever in Stamboul.*

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Foreign Exchange in the United States.

(Written for LEVANT TRADE REVIEW by Jean Constantinidi, Manager of BANK OF ATHENS, Constantinople, member of the Board of Directors of the
AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT).

AMERICA, because of her enormous agricultural and industrial activity, held already before the outbreak of the war an important place in the world's commerce. During the past years, however, by reason of the derangement of the commerce of belligerent countries, America has come to occupy first rank among the nations.

It is particularly interesting to review the financial relation of the great Republic to other countries during these two years, and to examine the frequent fluctuations undergone by foreign exchange in New York, the financial center of the United States.

It is necessary to recall that formerly London was the most important financial center of the world. It was through London that the greater part of the world's financial transactions were handled. Because of this fact, English exchange served as the base upon which were calculated the exchanges of other countries. This is easily explained as follows:

1. Importance of the commerce of England and her colonies, between one another and with other countries. London was the distributing center of the world's most important products.
2. Importance of British industries and merchant marine.
3. The capital invested abroad by the British in national loans or in enterprises of public utility, industrial and mining projects, etc. England, at the outbreak of the European war, was the possessor of foreign securities to the amount of \$20,000,000,000.
4. Approximately 40 % of the world's annual gold output comes from British possessions and finds its way into the vaults of the Bank of England. The monthly production of gold has been estimated at nearly \$22,000,000. It follows logically that England was the creditor of most other countries including America. It was thus that London became the clearing house of the world.

As soon as the war broke out a great disturbance was felt in the international banking organization by whose agency international transactions are handled. Credit, that indispensable factor in business, was shaken and the settlement of accounts between various countries was abruptly discontinued. This was the inevitable consequence of the increased difficulty in transporting merchandise and specie as well as of the various moratoria temporarily suspending or restricting payments. Such measures were decreed in nearly all belligerent and neutral countries upon the European continent. The disturbance in international trade created a strong demand for London exchange, especially in the European and South American financial centers. There was a widespread tendency to convert assets abroad into London drafts. However, because moratoria had been declared practically everywhere, the United States was the principal if not the sole country where current assets could be realized and there was a general tendency to make use of American liabilities in paying off London debts.

In normal times New York would have experienced no difficulty in meeting foreign demands but the existing moratoria rendered it impossible to secure compensation from abroad. In other words, the United States was invited to cancel the debit column of her account with England and other countries while

powerless on the other hand, to counter-balance the drain on her resources by realizing her assets abroad. This at once produced a rise in foreign exchange. Thus, in October, 1914, New York quoted London between \$4.90 and \$5.00 and, in November of the same year, the rate, after having attained \$4.985 fell to \$4.495 (par is at \$4.8665, and shipments of gold from England to New York can be effected, for ordinary shipping costs, when the rate is below \$4.845). This article concerns itself chiefly with American quotations on English exchange, because the latter constitutes the basis of the exchanges of other countries and because by virtue of the maritime blockade, the commerce of the Central Powers with America and other neutral countries was greatly interfered with. Consequently their foreign exchanges, not being in a position to represent in any sort of rational fashion their commercial position with regard to other countries, they cannot be taken as a basis of comparison.

Since 1915, these conditions have been completely modified and have taken a decided turn favorable to America. The exportation of farm and industrial products increased from month to month. During the year 1915-16 (the financial year in the United States ends June 30th), the commercial balance registered \$3,230,194,935 in her favor. To this amount must be added the sum of \$47,469,112, representing the value of the exportations of silver that do not figure in the commercial statistics. Besides, the foreign deposits in American banks show, during the two years under discussion, an increase of \$500,000,000 over the figures for the period immediately preceding the war. The sum of these items make a balance in America's favor of \$3,777,664,067. As the result of this strong financial position with regard to foreign countries, exchange has fallen as is indicated by the following figures:

1915	March	\$4.79*
	„ April	4.85
	„ May	4.80
	„ June.....	4.705
	„ September	4.64
	„ „	4.57
	„ „	4.49



As regards exchange on Paris, America seems to have been less favorably affected. The value of a Franc in America is 19.3 cents or Francs 5.18 the dollar. In August, 1915, however, Paris exchange had fallen to 6 Francs, that is, had depreciated 15%, and exchange upon Russia showed a decline of 36%. Foreign exchanges would have continued to decline had not various factors intervened to enable them to resist the downward pressure. The factors in question were the following:

1. Shipments of gold to America from abroad. Their total during the two years ending June 30th., 1916, was approximately \$1,300,000,000.
2. Loans and advances against various guarantees, contracted in America by foreign governments and by banking syndicates; up to the 1st of June, 1916, this had item reached a total of \$ 1,100,000,000.
3. The return to America, through sales, of American bonds and securities of all sorts, industrial and agricultural enterprises, municipal loans, etc. These returns are estimated at \$ 1,600,000,000. After the first Balkan war the amount of American securities held in Europe was estimated at \$6,000,000,000. By the plan of redemption carried out, these investments were reduced, at the beginning of the present war, to \$ 5,000,000,000. Among these were included railroad securities to the amount of \$ 2,700,000,000.
4. Interest and dividends paid by America during two years to foreign holders of American securities. This amounts to \$300,000,000. It is estimated, however, that \$100,000,000 of these interests and dividends were reinvested in America, making a net total of about \$200,000,000 in favor of Europe.

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SAVINGS BANK. — SAFES TO BE LET.

5. Freight and Insurance paid abroad during these two years. These items are estimated to aggregate 100,000,000.
6. Remittances from America representing relief payments and savings of immigrants. These remittances have been estimated for these two years at \$200,000,000. As regards money spent by tourists, this item must be eliminated since the sums spent in America by foreigners are almost offset by those spent by Americans in Europe.

The foreign trade balance of the United States during these two years of war may be summarized as follows :

Surplus of Exportation over Importation	\$3,778,000,000
Importation of Gold.....	600,000,000
Loans and Advances Made to Foreign Countries.....	1,400,000,000
Redemption of Bonds and Securities	1,600,000,000
Interests and Dividends Paid Abroad	200,000,000
Freight and Insurance Paid	100,000,000
Remittances from America.....	2 0,000,000
	<u>\$3,800,000,000</u>

These figures show clearly that America, although still indebted to foreign countries, occupies a most favorable financial position. Through the surplus of her exportations during these two years, she has paid the greater part of her foreign debt. It is evident that before long it will be completely cancelled. The rise in foreign exchange in America during this period is the natural consequence of this strong financial situation. It must be regarded as the forerunner of a flourishing economic life and of a highly favorable balance of trade.

The Dollar, at the present moment, is the medium the most highly prized in neutral markets. In Switzerland and in Greece, it has frequently reached the rate of 5.38. The same holds good as regards the money markets of Holland and the Scandinavian countries, where American exchange constitutes one of the most favorable media of trade.

It is impossible to foresee or define at present, the economic changes that will take place in Europe after the war. It is likewise impossible to state whether or not the countries that now have the world's commerce under their control will retain their privilege after the cessation of hostilities. But it may be confidently attested that a new and highly important factor will appear upon the world's economic stage after the war. The great republic of the New World that was obliged before this crisis to transact her foreign trade through the medium of the commercial centers of Europe, will be called upon to lend her material support to the Old World for the reconstruction of the shattered economic structure.

The greatest volume of transactions between America and other countries were formerly financed through London. American drafts on Europe were either in Pounds Sterling or in the currency of the drawee, with reimbursement at London. The same was true of European drafts on America; they were obliged to pass through the English clearing house. It is evident that in the future the Dollar will play an important role in European financial transactions. It will gain, above all, that economic independence abroad, which it lacked in the past. This universal recognition is the result of an extensive commercial, maritime and financial expansion. In other words, the Dollar will be one of the principal media of trade and a basis for the settlement of international transactions.

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TANTAH, BENI-SOUÉF, TANGER, CASABLANCA.

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

As regards the Constantinople market, the same observations may be made concerning the importance of American exchange as a medium for commercial transactions. After Turkey's entry into the conflict, although all trade between the two countries has been completely suspended, the Dollar, nevertheless, has been during the past two years one of the most highly valued media upon the Constantinople market. It constitutes the safest method of concluding exchange transactions with neutral countries, notably Switzerland.

It must be added that the drafts of the American Embassy at Constantinople upon Washington have constituted an investment highly prized by Ottoman Savings. Quotations at Constantinople for drafts or cable remittances on New York have undergone considerable fluctuations as was the case with other foreign exchanges. At times, the rate upon this medium of exchange fell below par (par being 4.39206); on other occasions it rose to anywhere from between 4.30 and 3. This is the highest rate attained during the war.

It is interesting to speculate as to whether after normal conditions have been restored American exchange will enjoy the same importance upon the Constantinople market. Before the war a trade of considerable proportions existed between America and Turkey. The latter exported tobacco, opium, dried fruits (figs, raisins, dates), skins, wool, licorice root, cocoons, carpets, etc. and received from the United States machineries of all sorts, wooden furniture, agricultural machines, automobiles, shoes, petroleum, cotton-seed oil, etc. Notwithstanding this existing trade, the Dollar has never been anything more than a convenient currency for tourists and missionaries. American exchange played no part in the trade and was not quoted except to indicate relative market conditions. The trade in question was almost entirely financed through London.

By the establishment of steamship lines, agencies of American Banking and commercial concerns, American trade efforts tend at present to establish direct connections with the world's principal trading and financial centers. The increasing importance of American trade will undoubtedly serve to strengthen the commercial relations already existing between Turkey and the United States. American exchange will assume a new importance in Turkey.

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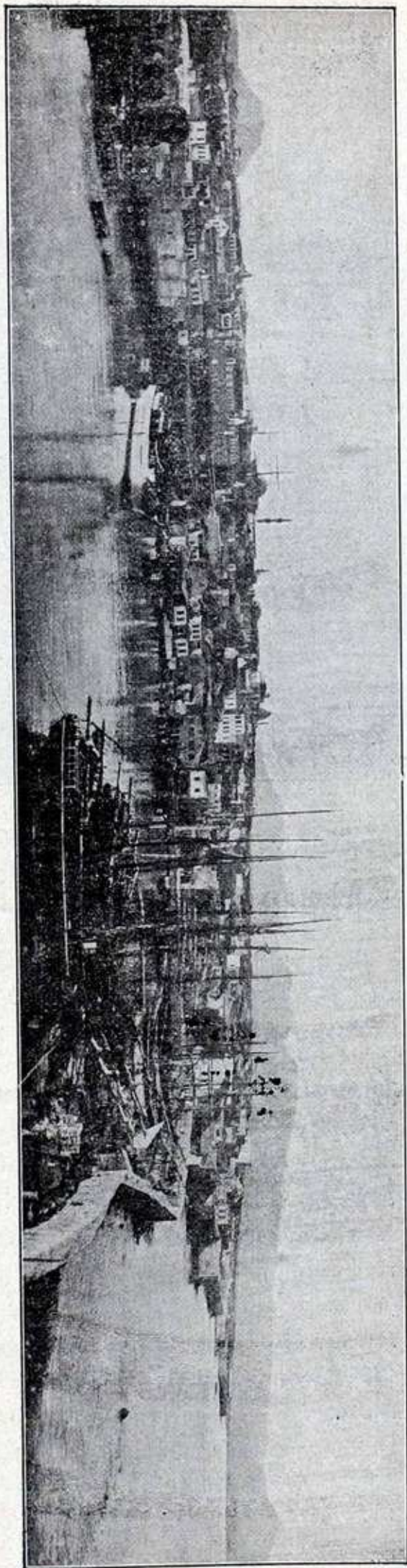
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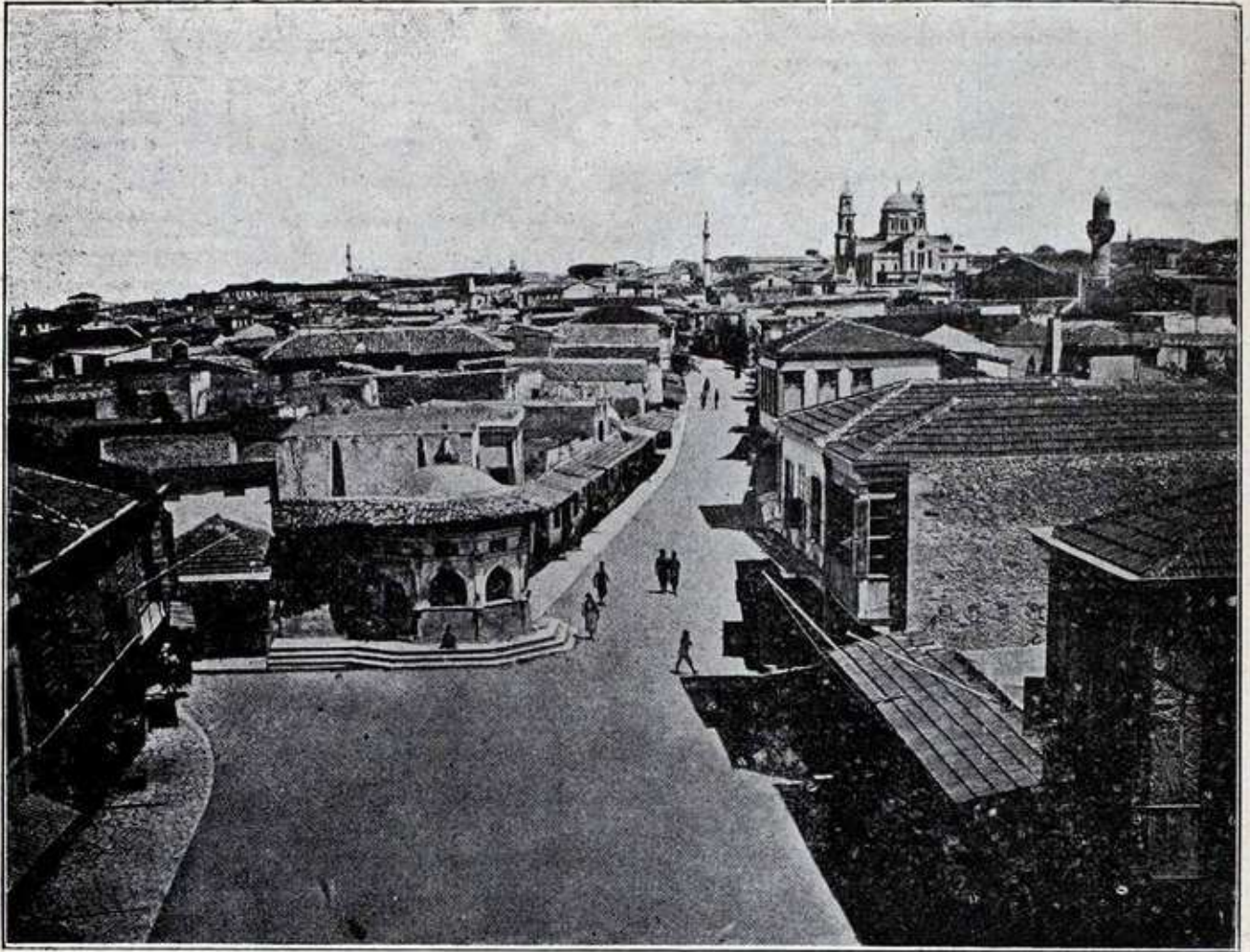
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Historic Crete.

THE little seaport of Candia, on the northern coast of Crete, can show a mixture of ancient and modern, East and West, which is unique even in that region of contrasts and strange blends — the Levant. The harbor, available only for small craft, for steamers cannot pass the narrow entrance and must lie outside and find favorable weather in which to land their passengers, is still surrounded by Venetian walls bearing the lion of St. Mark. In the center of the main square stands a beautiful Venetian fountain, carved with tritons, dolphins and sea nymphs. It forms a curious contrast to the low semi-oriental, semi-European houses which surround the square and to the gaily dressed crowd of Cretans who congregate round it. There are few black coats to be seen, for the Cretans, for the most part, prefer to keep to their national dress, which is not surprising considering its beauty and the very splendid appearance they present in it. The population is partly Mohamedan, partly Christian; the Moslems are distinguished by a fez, or a red handkerchief twisted round their heads, and a scarlet belt; the Christians have, of course, no fez, and they wear, as a rule, belt and head covering of darker colors. Candia contains many traces of Venetian rule. Crete became the property of the Marquis of Montferrat in 1204 at the partition of the Eastern Empire, and he in his turn sold it to the Venetians. The republic treated the island as an investment and governed rather in the interests of Venice than of the Cretans. At the same time they enriched the towns with fine buildings, and the islanders enjoyed the protection of Venice, no small consideration in those days. There are in Candia, however, records of a sea power far older and

View of the Harbor of Candia, Crete.





A Street in Candia, Crete.

far greater than that of Venice, which once ruled the island of Crete. The little Candian museum contains the relics of that wonderful early civilization which recent excavations have brought to light in Crete and which scholars have named Minoan, and here may be examined even the paintings from the palace walls of that long vanished race, showing how these earliest rulers of Crete looked and dressed and amused themselves over three thousand years ago.

Alcohol and Benzol are increasing in popularity as automobile fuel in lieu of gasoline.

Sesame Seed

INCREASINGLY large quantities of sesame seed are being imported into Holland as a substitute for other oil-bearing seeds the importation of which is restricted. The total arrivals in Holland during the first six months of this year were 10,586 metric tons, the July arrivals were 5,285 tons and the August 10,832 tons. This seed is being crushed in the linseed mills; the oil is being used in margarine factories and the cake fed to cattle.

Mesopotamia.

PART I

In General

(Written for " LEVANT TRADE REVIEW " by Rev. A. N. Andrus, D. D., Mardin).



THE Biblical name of this section of Western Asia is Aram Naharaim (Highland of two Rivers), and Paddan Aram (Plain of the Highland). Mesopotamia is the common Greek rendering of these Hebrew names, and is first mentioned in the Bible in Genesis 24 : 10.

The Name

If we build on the above nomenclature, Mesopotamia will include *all* the country between the two rivers Tigris and Euphrates. Strabo

Extent

says that the Tigris washes the eastern side of Mesopotamia and the Euphrates its western and southern sides, while the Taurus mountains separate it from the country on the north. Pliny (5.24 § 21) is more distinct and says that Mesopotamia has the Tigris to the east, the Euphrates to the west, the Persian Gulf on the south, and the Taurus mountains to the north ; and that its length is 800 miles, and its breadth 360 miles in its widest part. He is astray about the width but nearly correct about the length. In the geography of to-day we would say that Mesopotamia forms an irregular triangle with an extreme length, from Telek on the Euphrates and the western source of the Tigris to the estuary of the Karun river, of about 750 miles, and an extreme width of about 170 miles as measured from JABER CASTLE (near Meskeneh) on the Euphrates to HASSAN KAFE (Husn-ul-Kaf, fortified rock) on the Tigris. The Arabs call it " El-Jezireh " (the island), and this is almost literally true, since the distance between the Euphrates at TELEK and the head waters of the Tigris south of GULDJIK (a small lake), which is south of MEZEREH, is not more than forty kilometres.

All Mesopotamia, like all Gaul, is naturally divided into three parts by two chains of mountains and hills. The Taurus range sweeps

Division

round the plain of SEVEREK and then, as Karaja-Dagh (6075') range, extends east-south-east a little north of NISIBIN through to the Tigris at JEZIREH, where it is separated by the river from the higher peaks of Jebel Judi, the traditional resting-place of Noah's ark (Gen. 8 : 4 and Koran-esh-shereef, Sura 11, aiet 46). The chief groups of the range east-south-east of Karaja-Dagh are the BAAREM, or Mardin mountain (3700') and the JEBEL TUR (3500') chain which terminates in foot-hills at JEZIREH.

The second chain of mountains and hills is some 70 miles southward of the above-mentioned range. It is composed of the ABD-UL-AZIZ range (about 3000') on the west, TEL-KAU-KAB (also called Kâkâ, 1300') in about the middle, and the SINJAR chain (about 3000'), of from seven

to nine miles wide and 50 miles long, which trends eastward toward MOSUL on the TIGRIS. The west end of Abd-ul-Aziz turns up as if to meet the TEKTEK range of hills extending down between URFA and HARRAN on the west side and RAS-UL-AIN and the KHABUR on the east side.

With the exception of the DIARBEEKIR plateau, which extends from CHERMOOK and ARGHANA to DIARBEEKIR, and from DIARBEEKIR to SINAN on the BOTMAN river, on the north side of the TIGRIS, and on the south side down to HASSAN KAFE, the most of the rest of Upper Mesopotamia is mountainous and hilly, with facilities for irrigation along the streams in the valleys.

Upper Mesopotamia

Middle Mesopotamia lies between these two chains of mountains and hills. It mainly consists of a sea of undulating plains, with several depressions, and having sufficient rain (and sometimes snow) for raising, without irrigation, crops of wheat and barley.

Middle Mesopotamia

Lower Mesopotamia may be said to constitute two thirds of the whole country, since it reaches from the ABD-UL-AZIZ and SINJAR mountains to the PERSIAN GULF. It, too, may be divided into three parts—(a) A cultivated belt from these mountains, south to MIADIN on the Euphrates, and to KALAAAT SHERGHAT on the Tigris. (b) A barren steppe almost destitute of rain between a line drawn from MIADIN to KALAT SHERGHAT and a line drawn between HIT on the Euphrates and SAMARA on the Tigris. (c) The section from this last line to the PERSIAN GULF and including the delta of the two rivers with an area for irrigation (though not all of it at the same time), when fully reclaimed, of 5,000,000 hectares of 2,471 acres each, or, 12,355,000 acres!

Lower Mesopotamia

The whole region around Karaja-Dagh westward to SEVEREK and CHERMOOK, northward almost to ARGHANA, and along the west bank of the Tigris to Diarbekir, and its southern bank for five hours is mainly volcanic soil. Also to the south beyond WERAN-SHEHR and thence eastward to DERIK the volcanic formation continues; and in sight of the latter town are some small extinct craters, one of which is unbroken, and forms the most perfect specimen in its bowl and lip formation imaginable.

Soil and Climate

The Dolomite formation begins some hours north of DERIK and there forms a high elbow, turning east-south-east and continuing to within a few hours of JEZIREH. We may roughly reckon Upper Mesopotamia to be one-third volcanic and two-thirds aqueous soil. Middle Mesopotamia, speaking generally, has a soil that is a sandy clay loam of reddish hue north of the Deir-Mosul line, save where the igneous

strata crop out, but with a more clayey and nitrous character below that line.

The upper portion of Lower Mesopotamia is a gravelly steppe, barren and almost rainless, but the lower section is a flat alluvial plain which is formed from the silt of the two great rivers; and this process is still pushing the PERSIAN GULF back at the rate of seventy-two feet per annum. In general we affirm of all three divisions of Mesopotamia that, wherever irrigation is possible, the soil is fruitful in the extreme.

Now, as to climate, if one were to take a large scale map he would see that Mesopotamia is the link which unites the mountainous region of Western Asia and the desert table-lands of Arabia which rise higher as they approach the Sea of Oman. Its position, therefore, requires that it should present strong contrasts of climate. This conclusion is further enforced by the existence of mountain ranges to the west between it and the Mediterranean, and on the east the mountains of Koordistan and Persia. It is not unlike a great bowl of an immense ladle tipped up on the north-west side with the spout running out along the delta of the two rivers to the Persian Gulf. This position and shape account for both the climate and the direction and drainage of its rivers.

In the practically rainless belt of LOWER MESOPOTAMIA the weather in summer is extremely hot and dry, while in winter the atmosphere is

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mild but chilly. In section (a) of LOWER MESOPOTAMIA, as at Deir Zôr, the heat in August is intense, and not infrequently reaches 122° F. in the shade; but in winter the warmer currents from the Persian Gulf meet the cold currents from the lofty and snow-covered regions north of Upper Mesopotamia, and are condensed so that sufficient rain falls to cover the gravel steppes with herbage. As we go on up to the higher plains in the vicinity of MOSUL we experience a "damp and chilly mildness" in mid-winter; and I have experienced snow there, while in summer the heat runs up to 115° F. A traveler in winter will find that as he journeys from ALEPPO eastward the cold increases, as he leaves the milder Mediterranean coast, and reaches down into the bowl of the Mesopotamian plains through the influence of the snow-covered altitudes to the north; so that in some years I have seen the plains to the south covered with snow beyond the Aziz and Sinjar ranges. In the blizzard year 1912 that section remained covered with snow forty-five days, entailing a loss of millions of pounds in camels, horses, donkeys, cattle, and sheep, as well as many human lives; and snow fell at Deir Zôr, Bagdad, and Hit. The fall rains of Nov. and Dec. in MIDDLE MESOPOTAMIA start vegetation, and the abundant grass furnishes new pasturage called by the Koords "Paiz Kheir", fall blessing. Also truffles and many bulbous plants start, so that in January they are in full bloom, by June we have a full summer development, when in Aug. everything has become dry and brown. The climate of UPPER MESOPO-

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Dr ANDRUS as an Arab.

TAMIA is quite like that of Virginia and North Carolina and the country itself bears a strong resemblance to them.

Ferhan and the southern tribes of the Shammar Arabs claim the steppes south-east of a line drawn from MOSUL on the Tigris to MIADIN on the Euphrates. Faris and the northern tribes of the Shammar Arabs claim all to the north and west of that line, as their grazing ground, up to JEZIREH, NISIBIN, MARDIN, WERAN-SHEHR, and URFA to the Tektek hills. So the Arabs between them have undisputed mastery from Urfa to Bagdad, but sometimes the Anazeh Arabs of Deir Zôr dispute with them the rich pasturages both north and south of the Abdul-Aziz range.

Nomad

Arabs

The chief need of MIDDLE MESOPOTAMIA, in order to get the most out of it, is security from the Arabs, so that it might be speedily repopulated with a sedentary and agricultural people who could bring forth the fruits of the rich loam soil in their season. We trust the government will be able to shortly undertake this most necessary task, and thereby enrich itself for its effort a hundred fold.

(To be continued in our next.)

Huile de Maïs

SELON le Dr. William P. Cutler, directeur de l'Association des Fabricants des Produits dérivés du Maïs et ex-commissaire de l'alimentation et des métairies du Missouri, les perturbations causées par la guerre ont provoqué une augmentation sensible dans la consommation d'huile de maïs en Amérique. Le Dr. Cutler dit : " Les Etats-Unis ont un rendement de trois milliards de boisseaux de maïs par an ; chaque boisseau contient une livre et demie (681 grammes) d'huile, produit accessoire obtenu dans la fabrication d'amidon, de glucose, de sucre de maïs, et d'autres produits dérivés du maïs. Jusqu'ici on s'en servait principalement dans la savonnerie et on n'en épurait que 15 % ; chose curieuse, on vendait la plus grande partie de cette huile épurée à des pays européens, qui la consommaient comme huile comestible, tandis qu'à leur tour ils vendaient aux Etats-Unis leur huile d'olive à un prix trois fois plus élevé.

La guerre a mis fin à cet état de choses : ne pouvant continuer notre commerce avec ces pays, nous nous sommes mis à consommer nous-mêmes l'huile de maïs. Cette année-ci on en épurera 35 % que l'on mettra en vente comme huile comestible, à la place de l'huile d'olive. Du reste, elle est tout aussi saine, tout aussi appétissante et beaucoup plus propre que l'huile d'olive, dont les prix sont d'ailleurs beaucoup plus élevés.

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Irrigation au moyen de pompes.

L'IRRIGATION peut se faire soit au moyen de réservoirs placés à une certaine hauteur d'élévation (de façon à ce que l'on puisse se servir en temps utile de l'eau qu'ils contiennent) soit au moyen de pompes (que l'on fait fonctionner quand cela est nécessaire). Le premier système a été en usage pendant de longues années, mais il n'est applicable que sur des terrains d'une étendue plutôt limitée, tandis que le second a été adopté dans presque toutes les localités, grâce au développement de l'industrie des pompes économiques. Dans un catalogue récemment publié par la maison Fairbanks, Morse & Co., 900 South Wabash Avenue, Chicago, Ill., l'usage de pompes mécaniques servant à l'irrigation dans diverses localités est indiqué à l'aide de gravures explicatives. Les usines de la maison Fairbanks & Morse construisent une série complète de machines à pétrole, de moteurs électriques, de pompes centrifuges, des pompes à vapeur, des pompes alternatives, des pompes de profondeur, des leviers de pompe et d'accessoires divers. Le catalogue démontre en outre jusqu'à quel point ces usines peuvent faire face aux difficultés que présente la question de l'irrigation, quelles que soient les conditions de l'installation à faire.

L'installation reproduite ci-contre a été faite dans une ferme du Kansas; elle consiste en une tracteuse à pétrole de 15-25 chevaux et en une pompe centrifuge No. 12, débitant 3 000 gallons (soit 12.712.000 litres) d'eau par minute. Ce genre d'installation à double effet présente l'avantage de pouvoir servir aux travaux agricoles aussi bien qu'à l'irrigation; au besoin, les deux opérations peuvent se faire simultanément.

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Le rôle du bois de construction américain dans l'œuvre de reconstruction en Europe.

LA question de la part importante réservée aux Etats-Unis dans la fourniture de bois de construction dont l'Europe aura besoin à la fin de la guerre a été traitée dernièrement par le Dr. Edward Ewing Pratt, Chef du Bureau de Commerce intérieur et extérieur, pendant la Conférence de l'Industrie Sylvicole qui a eu lieu à Portland, Orégon. Il prédit que la demande pour ce genre de matériaux sera énorme et qu'elle se montera à un milliard pendant la première année qui suivra la cessation des hostilités ; il ajoute que les qualités requises seront principalement celles qui servent à des constructions provisoires, à la reconstruction, aux pavés de bois, aux traverses, au charonnage, etc. etc. Sans nul doute, il y aura également une demande constante et croissante de bois américains de qualité supérieure et notamment de bois dur.

A part l'occasion qui s'offre ainsi aux négociants américains, le Dr Pratt ajoute qu'il leur incombe le devoir de vendre leurs produits pendant la période de reconstruction qui suivra l'ère de destruction amenée par la guerre.

Passant en revue les sources d'approvisionnement, le Dr Pratt dit :

« Il est facile de prévoir quels seront les pays qui se feront concurrence pour obtenir le privilège de fournir ce bois de construction. Nous ne pouvons pas nous attendre à accaparer toutes les commandes. Nous pourrions nous considérer heureux si nous réussissons à en obtenir la majeure partie. En 1913, nous avons exporté plus de bois que n'importe quel autre pays du monde se montant à une valeur totale de 415.000.000 de Dollars. Voici les chiffres d'exportation des autres pays pendant cette même année : Russie, 88.000.000 ; Suède, 84.000.000 ; Autriche-Hongrie, 68.000.000 ; le Canada, 50.000.000 ; la Finlande, 47.000.000 ; l'Allemagne 26.000.000 ; la Norvège 24.000.000 et la Roumanie 5.000.000 de Dollars. Le chiffre total de l'exportation européenne se monte donc à 392.000.000 de Dollars et celui des exportations combinées du Canada et des Etats-Unis à 165.000.000 de Dollars, de sorte que l'exportation des principaux pays producteurs de bois atteint approximativement le chiffre total de 550.000.000 de Dollars. Bien entendu, tout ce bois n'a pas été expédié en Europe. La Suède, la Norvège, l'Allemagne et l'Autriche ont exporté du bois de charpente dans le monde entier, mais le gros de leur production a été naturellement absorbé par l'Europe.

Nous savons que la reconstruction de la Pologne et de la Russie occidentale absorbera les produits russes pendant un certain temps après la guerre. Nous savons que la Norvège procède depuis longtemps à des coupes extraordinaires qui dépassent l'ordre prévue par l'aménagement annuel. Voilà pourquoi nous pouvons prédire avec certitude que la concurrence la plus sérieuse sera faite par les scieries de Suède et de Finlande. Ces pays sont pris dans les glaces pendant six mois de l'année, en général d'Octobre en Mai. Voilà pourquoi les négociants de ce pays peuvent facilement se rendre compte des possibilités qui s'offrent à eux et des responsabilités qui leur incombent. »

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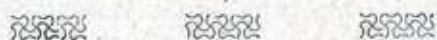
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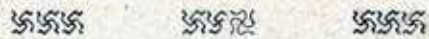
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GALATZ (Roumanie)	M. Falkenstein.	SMYRNA.	Ernest A. Magnifico.

Le Dr Pratt a traité ensuite des moyens qui seraient le plus avantageux pour placer ces produits américains. Il dit que le récent établissement de la Douglas Fir Export Sales Co, (Compagnie pour l'Exportation de Bois Résinaux) est un pas vers le progrès. Il a également recommandé l'étude sur place des débouchés européens par des experts désignés par les négociants en bois de construction de concert avec le Bureau de Commerce intérieur et extérieur. Il a conclu en signalant ce que le gouvernement a déjà fait et ce qu'il est prêt à faire dans le but d'aider l'industrie du bois d'œuvre à tirer avantage des occasions qui se présenteront prochainement.



Le « Timber News » de Londres, traitant des probabilités d'une demande de bois de construction après la guerre, remarque que « l'étendue de terrain dévasté en France a une population égale à celle de la Belgique et que la proportion de la destruction des bâtiments, de ponts et d'autres batisses y a été très grande. Une population deux fois plus nombreuse est sans abri à l'Est de l'Europe, en Pologne, et dans les pays avoisinants ; comme le bois de construction fourni par l'Amérique pourra à peine suffire aux besoins de ces pays après la guerre, on y aura recours au forêts de la Russie, qui, sans nul doute, restreindra autant que possible son chiffre d'exportation en Europe occidentale. La plupart des champs d'opération militaires étaient couverts d'épaisses forêts

qui ont été détruites en grande partie ; en outre, la consommation du bois a dépassé de beaucoup les chiffres atteints en temps normal par ces divers pays. Leurs forêts ne pourront donc leur fournir le bois de charpente qui leur sera nécessaire que dans une mesure absolument restreinte.



La Compagnie d'Exportation de Bois de Pin Jaune (The Yellow Pine Exports Lumber Company) a été constituée dans le but d'étendre les débouchés du commerce de bois d'œuvre américain à l'étranger. Les plus grandes scieries de bois jaune y seront incorporées. Grâce à la collaboration de toutes les scieries de la Compagnie, les commandes de bois de charpente de n'importe quelles dimensions seront exécutées facilement par les scieries réunies en groupe collectif. La nouvelle compagnie a l'intention d'envoyer des agents en Europe, en Amérique du Sud et partout aussitôt après la signature de la paix, afin d'y obtenir de nouvelles commandes pour ses scieries.



L'opium en Amérique.

Les prix de l'opium continuent à monter, bien que la consommation en soit restreinte aux Etats-Unis ; le lot d'opium en caisse est actuellement coté 12 Dollars la livre. A part les quelques rares commerçants survivants dont les souvenirs remontent à la guerre de Sécession, personne ne se rappelle une hausse pareille et cependant ces prix ne sont pas les plus élevés qui aient été enregistrés. Les registres de la Maison Downer & St. John, dont la Maison St. John Brothers a pris la succession, présente des chiffres qui prouvent que le prix des ventes effectuées immédiatement après la guerre civile étaient à peu près le double du prix atteint actuellement. Le prix de l'opium en douane était alors de 12 Dollars or, plus 2.50 Dollars or de droits de douane par livre ; l'or faisant prime à cette époque, le prix se montait par conséquent à 22,50 Dollars, tous droits de douane payés.

L'opium est actuellement peu recherché sur les marchés des Etats-Unis, à la suite de l'application de la loi sur les narcotiques ; par contre, un intérêt croissant se fait sentir pour le commerce d'exportation des dérivés de l'opium et il y a demande de la gomme elle-même de la part de l'Amérique du Sud. Cependant, on ne peut pourvoir à cette demande, car l'opium qui convient à ce genre de commerce n'existe pas sur le marché de New-York. Le stock des dérivés de l'opium étant également peu abondant, les négociants américains ont quelque difficulté à pourvoir à la demande de l'étranger. L'opium se vend 18 à 20 shellings sur les marchés d'origine, mais vu la situation créée par la guerre, il est impossible de s'en procurer en Turquie ou en Perse, tous les moyens de transport ayant été affectés à l'usage de l'armée,

Il y a, sur le marché de Londres, un stock suffisamment abondant d'opium persan, mais l'exportation en est actuellement soumise à des restrictions imposées par le gouvernement britannique. Cependant, un lot de 21 caisses a été débarqué à New York, il y a quelques jours ; ceci prouve que, conformément aux bruits qui courent, il y a tout lieu d'espérer que l'embargo mis sur l'exportation sera bientôt levé en faveur des fabricants des dérivés de l'opium. A Londres, le prix de l'opium persan est élevé ; selon une dépêche privée, il est coté 31 shelling et demi. Dans le cas où l'autorisation d'en expédier en Amérique serait accordée à des acheteurs autorisés, le prix de revient établi en sera encore augmenté de 4 Dollars, car, l'opium persan étant classé parmi les produits manufacturés, il paye, comme droits de douane, 1 Dollar par livre de plus que l'opium turc.

\$1,000,000 A Week.— A profit of more than one million dollars a week was made by the Ford Motor Company, of Detroit, Mich, U. S. A., during the year ending July 31, last, according to the financial statement just made public. The year's business totaled \$208,867,347, and the year's profit was \$59,994,418. The total number of men employed in all the plants is 49,870, and of these 36,626 are receiving \$5 per day or more. More than 27,000 of them are employed in Detroit. Mr. Ford announces that most of the profit will be used in expanding the business of the company.

New American Business.

(Consul General Alexander
W. Weddel, Athens).

BECAUSE of the international situation, the difficulties in the way of trade expansion between the United States and Greece seem to be increasing. It is therefore interesting to record that during the June quarter the purchase of \$4,000 worth of cotton goods, \$11,000 worth of electrical goods, \$5,000 worth of photographic supplies, \$4,000 worth of various pharmaceutical products and 30 rebuilt typewriters, approximating \$1,200 in value, as well as 1,000 typewriter ribbons, 20,000 sheets of carbon paper, 85,000 cakes of soap, and large quantities of dental supplies, was voluntarily reported by the firms concerned, who gave credit for this new business to the trade-extension work of the Athens consulate general.

Sesame.— In Italy, Holland and other countries sesame seed is being imported to be crushed into oil. Peanuts also are being similarly used. This opens fresh opportunities for the growers of sesame and peanuts in the Levant.

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Le Pétrole dans le Monde Entier

LORSQUE le premier puit de pétrole fut foré aux Etats-Unis par « Uncle Billy Smith », pour E. L. Drake, à Oil Creek, en Pennsylvanie, personne ne s'était rendu compte qu'une nouvelle industrie venait d'être créée qui, au bout de cinquante ans, modifierait profondément les méthodes d'éclairage, de chauffage et de développement de force motrice employées jusque-là dans le monde entier.

Vu le bien-être qu'il procure à l'humanité, le pétrole ne le cède peut-être en rien aux autres minéraux comme utilité. Il y a soixante ans, plus de la moitié de la population terrestre passait la plus grande partie de la nuit dans l'obscurité, faute d'un éclairage convenable. Cependant que, dans les villes, l'usage de l'éclairage au gaz était plus ou moins répandu, la grande masse des populations des campagnes se servait de chandelles et de lampes fumeuses, brûlant de l'huile d'origine végétale ou animale. La vulgaire lampe à pétrole mérite d'être placée au rang des grandes inventions, à cause des grands services qu'elle a rendus à l'humanité sur tous les points du globe.

L'emploi du pétrole n'est cependant pas limité à l'éclairage : il a été utilisé pendant quelque temps comme agent de chauffage tant sur terre que sur mer. La plupart des navires faisant le service des côtes américaines de l'Océan Pacifique, de la Mer Caspienne et du Volga, ainsi que plusieurs chemins de fer en Californie, au Mexique et en Russie se servent de pétrole comme combustible. Il fait, par ce fait, concurrence au charbon et le changement survenu est si grand que l'on a pu dire, avec raison, que le dix-neuvième siècle a été le siècle du charbon, mais que, par contre, le vingtième siècle sera le siècle du pétrole. Peu de gens se rendent compte de la révolution qui est en train de s'accomplir et qui est aussi radicale que celle qui a transformé les industries et le commerce au XIX^e siècle. Alors, cette révolution avait été causée par la découverte de la vapeur ; actuellement, elle est due à ce que l'on a découvert que la vapeur n'est pas indispensable à la production de force motrice. Bien entendu, le charbon et la vapeur seront toujours employés comme agents de chauffage industriel et de force motrice, mais ils occuperont un rang bien moins important qu'au siècle dernier. Les appareils à combustion interne, dans lesquels le pétrole est utilisé pour développer de la force motrice, tendent à remplacer non seulement les machines dans lesquelles la vapeur est produite à l'aide de charbon, mais encore les machines à vapeur dont le chauffage est réalisé avec le pétrole. La force de propulsion réalisée avec un seul pound de pétrole dans un appareil Diesel est égale à la force produite par 3 pounds dans une turbine et par 4 pounds dans une machine à vapeur ordinaire.

Les huiles minérales sont divisées en deux grands groupes. Les huiles légères, comme celles qui sont extraites des champs de pétrole de Pennsylvanie et de Roumanie, sont à base de paraffine et sont connues

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sous le nom d'huiles à paraffine. Les huiles lourdes, à base d'asphalte, provenant des gisements pétrolières de Californie, du Mexique et de Russie, se classent dans la catégorie des huiles asphaltées et fournissent principalement des huiles combustibles (huiles de chauffage). Une fois raffinées, les huiles brutes sont divisées en huiles inflammables, en huiles lampantes et en huiles de graissage. Les fractionnements obtenus par la distillation de ces trois espèces d'huiles fournissent plusieurs variétés de produits. Ainsi le pétrole, la gazoline, la benzine et la benzoline qui constituent le groupe de la naphte, appartiennent à la catégorie des huiles inflammables. Les huiles lampantes comprennent toutes les huiles utilisées comme agents d'éclairage, telles que la kérosène et le pétrole raffiné, tandis que les huiles lourdes, visqueuses et semi-solides, ainsi que leurs sous-produits tels que la vaseline, la paraffine etc., rentrent dans la catégorie des huiles de graissage.

Au début, le pétrole était considéré comme un produit sans valeur; à présent, la demande est supérieure à la production.

Depuis 1857 jusqu'à 1915, 6,017,000,000 de barils de pétrole ont été apportés sur le marché; selon toute probabilité, une quantité à peu près égale a été gaspillée. Pendant ces dernières années, les chiffres se montent à plus de 500 millions de dollars par an pour le commerce d'exportation. Les Etats-Unis ont fourni 60 % de cette production, soit 3,616,000,000 de barils, et la Russie 28 %, soit 1,690,000,000 de barils.

Les Indes Orientales hollandaises, la Galicie, la Roumanie et le Mexique ont respectivement fourni à peu près 2 % de la production totale et les autres pays producteurs environ 3 % en tout.

On peut, par le tableau suivant, se rendre compte de l'accroissement de la production de pétrole du monde entier et des progrès réalisés par les principaux pays producteurs, de dix ans en dix ans.

### La Production de Pétrole dans le Monde entier.

Barils contenant 42 gallons chacun.

| Année         | Total       | Etats-Unis  | Russie     |
|---------------|-------------|-------------|------------|
| 1860. . . . . | 508,578     | 500,000     |            |
| 1870. . . . . | 5,799,214   | 5,260,745   | 204,18     |
| 1880. . . . . | 30,017,606  | 26,286,123  | 3,001,200  |
| 1890. . . . . | 76,632,838  | 45,823,572  | 28,691,218 |
| 1900. . . . . | 149,132,116 | 63,620,529  | 75,779,417 |
| 1910. . . . . | 327,645,603 | 209,557,248 | 70,336,574 |
| 1915. . . . . | 426,892,673 | 281,104,104 | 68,548,062 |

**\$ 8.000.000.000.**

For the calendar year of 1916 the foreign commerce of the United States will approximate \$8.000.000.000, or one fifth of the entire international trade of the world, according to a compilation by the National City Bank. This figure compares with \$5,326,000,000 in 1915 and \$3,903,000,000 in 1914. The excess of exports over imports in 1916 will approximate \$3,000,000,000, against \$1,788,884,000 in 1915, \$324,348,000 in 1914 and \$691,422 000 in 1913.

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## Machines et Outils mécaniques.

UNE nouvelle compagnie, l'Intercontinental Machinery Corporation, a été récemment constituée à Wilmington, Delaware, avec un capital de 500.000 Dollars. Nous apprenons que cette société entreprendra le commerce de machines en général, mais qu'elle se spécialisera surtout dans la branche des machines-outils, tant aux Etats-Unis qu'à l'étranger. Plusieurs agences exclusives ont déjà été obtenues et divers contrats signés pour l'achat du matériel nécessaire à l'exécution, déjà mise en train d'ailleurs, des commandes venant de l'étranger.

L'organisation est dirigée par Mr. Charles N. Thorn, qui, tout récemment encore, était le vice-président de l'Allied Machinery Company of America, actuellement incorporée dans l'Intercontinental Machinery Corporation. M.

Thorn était pendant quatorze ans associé avec Maison Manning, Maxwell & Moore.

Les autres membres sont : M. Joseph S. Clark, de la maison E. W. Clark, & Cie, Philadelphie ; M. R. E. Robinson, de la maison R. E. Robinson & Cie, banquiers, New York et M. Chester B. Overbaugh, ex-directeur de la Thompson-Starrett Company, Washington, D. C., vice-présidents, et M. Arthur M. Watkins, secrétaire. La direction du commerce intérieur sera confiée à M. Watkins. Les directeurs sont : MM. Frank J. Humphrey, de la Kissel-Kinnicutt Company, maison de banque, 14. Wall Street, New York, et George W. Kendrick, 3ème, de la maison E. W. Clark & CO., en collaboration avec le président et les vice-présidents de la compagnie.

La compagnie établira des succursales dans les principaux pays européens.



## Attar of Rose Industry in Bulgaria.

(Consul General D. J. Murphy, Sofia)

THE most ancient and most attractive Bulgarian industry is the cultivation of the rose, from which is distilled the well-known essence "Attar of Rose." Bulgaria's extensive rose fields are on the southern slopes of the Balkan Mountains, the rose district being 80 miles in length, 30 miles in width, an average height above sea level of 1,300 feet.

Several conditions are essential for the cultivation of the rose and the production of the attar: The soil must be easily permeable to water; the bushes must be protected from the cold north winds of the winter; there must be no excess of unseasonable rain and no early and excessive droughts. These conditions all exist in the "Rose Valley," where the rose thrives as in no other spot on earth. After Bulgaria attained its independence in 1878, the Ottoman Government attempted to establish the rose industry in Asia Minor, many acres of gardens being planted around Brusa, where roses grew in abundance.

In Bulgaria but two varieties of roses are cultivated, the red, "Rosa Damascena," and the white, "Rosa Alba," which are combined in the process of distillation; but the red rose, which resembles the French "Rose du Roi," is richer in perfume and essence than the white. In the Rose Valley, where there are some 20,000 acres of gardens, the atmosphere of the entire district is charged with perfume when the roses are in bloom.

The planting of a rose garden is much like that of a vineyard. The soil is prepared by careful tilling and fertilizing, ditches being dug in rows a foot and

## Cultivation and Harvesting of the Rose

a half in depth and width, and a yard and a half apart. The shoots are planted in the bottoms of these ditches in a mixture of soft earth and manure, and within a year the bushes are about a foot high.

The first crop of consequence comes with the third year—the bushes attain their full growth, about 6 feet, in the fifth year and continue to yield abundantly for 20 years. There is but one crop a year, the harvest beginning about the third week in May and lasting 18 to 30 days, the duration depending on weather conditions. In hot summers the harvesting proceeds rapidly, the plants completely flowering in 14-20 days.

The roses, gathered by women and girls, are carried to the near-by distillery, spread out in cool, cemented chambers, and distilled the same day. The gathering continues from daybreak until 10 or 11 o'clock, or, if the day is cloudy, for an hour or two longer—roses gathered in a hot sun have a comparatively feeble odor and yield but little essence. In times of rapid harvest the flowers are often so plentiful that they overtax the capacity of the stills and have to be thrown away.

The alembic, or still, is usually of the simplest construction; a convex, tinned copper boiler, narrowed at the top to a neck on which is affixed a spherical head. It is about  $3\frac{1}{2}$  feet high, the diameter at the widest part being about  $2\frac{3}{4}$  feet. From the head a straight tube inclines to a worm condenser placed in a tub of running water. The average capacity of the still is 20 gallons, 20 pounds of roses and 15 gallons of water being used. This first distillation, which is completed in about

## Attar Obtained by Double Distillation

45 minutes, yields 30 to 35 pounds of rose water, which is redistilled—100 to 120 pounds producing some 30 pounds of the second distillate—to get the concentrated extract. The extract is strong in odor and has a turbid appearance from the presence of minute Yellow-white globules—the attar—which, being lighter than the liquid, gradually rise to the surface and are carefully skimmed off.

About 20,000 acres are devoted to rose culture in Bulgaria, the annual harvest yielding 35,000,000 to 45,000,000 pounds, or about 8,000,000,000 roses. A 1-acre garden under favorable conditions produces 2,000 to 2,500 pounds of roses, from which 10 to 15 ounces of attar of rose may be distilled. Generally 180 to 200 pounds of roses will produce 1 ounce of the attar; there are about 200 roses to the pound. The total production of the attar varies with the seasons, but it averages 175,000 ounces.

## Production and Export— Adulteration.

The largest rose crops on record were those of 1900, 1903, and 1906, which resulted in 180,000 ounces, 210,000 ounces and 225,000 ounces of attar, respectively. The 1916 production is small in comparison, not more than 110,000 ounces being distilled.

Nearly all the attar of rose produced in Bulgaria is exported, the largest markets being Paris, London, and New York. The export in 1900, amounted to 180,000 ounces; in 1905, to 210,000 ounces; and in 1910, to 216,000 ounces. The average price, prior to the war, was \$12 per ounce.

At one time during the Turkish régime the rose leaves were sprinkled with geranium oil, which produced a heavy yield of attar upon distillation; but this practice has long since been discontinued, as the attar obtained partook more of the perfume of the geranium than of the rose.

The rose crop of Bulgaria is subject to damage from hailstorms, excessive cold, an early and deceptive spring frost during the budding season, and hot, dry weather in the harvest time. In the last two lies the greatest danger.



## C.I.F. Obligations Defined.

**M**ORE misunderstandings have surrounded the making of C. I. F. (Cost, Insurance, Freight) quotations than almost any other single technicality encountered in conducting foreign trade. To arrive at a clear and definite understanding of the obligations involved in quoting C. I. F., the United States Exporters Association of Buenos Aires has adopted the following conditions in connection with orders for American goods, according to a recent report from the American Consul General in that city. The particular interest of these conditions is in the fact that they apply in general practice to any C. I. F. quotations, subject, of course, to confirmation or alteration based on a definite understanding between the American shipper and his foreign customer. The report reads as follows:

I. "In the case of orders based upon C. I. F. quotations, the price includes the cost of the merchandise placed on board ship at port of embarkation, the freight, marine insurance and other petty charges up to port of destination."

II. "The obligation of the shipper as regards delivery ceases once the merchandise is shipped. *The goods tra-*

*vel for account and risk of the buyer, and the shipper assumes no responsibility for their arrival at port of destination, or for any damage sustained on the voyage or during unloading."*

III. "The clauses of the bills of lading and policies of insurance covering the goods detailed on the ticket are incorporated in the conditions of the transaction and form a part of the order."

IV. "The shipper is not responsible in any case of force majeure; and without prejudice to the general nature of the stipulation, he is especially exempt from responsibility in cases of strikes, floods, fires, accidents, delays or other difficulties in land or sea transport, or in the case of interruption of such transport services by acts of governments or other competent authorities, or for postponement in sailings of ships and any other causes beyond the control of the shipper."

V. "In case of war and during the duration of war the shipper shall insure the merchandise shipped by him against all war risks, without being required to consult the purchaser, to whose account the cost of such insurance shall be charged. War-risk premiums shall in no case be included in the prices, and shall be shown separately as extras in the invoice."

## America and Greece.

(The Journal of Commerce, New-York)

**A**LMOST any standard commercial article can find a market in Greece at the present time, but because of the lack of shipping facilities and high freight rates this trade is greatly impaired, according to Alexander W. Weddell, American consul at Athens, who recently was in the city for a few days. Mr. Weddell believes that the institution most needed to develop further trade with Greece is a bank, which will insure confidence in American exporters and at the same time supply the basis for a better financial relation between the two countries.

"An American branch bank in the Orient," said Mr. Weddell, "is in great demand. To have branches in a number of those Balkan countries would strengthen trade conditions and at the same time, by supplying confidence to the American exporters, would form a firm basis for further development of this country's international finances. At present there are too many difficulties and formalities in the way. A bank would crystallize the situation and make the way clear for the Greek business man as well as the American."

In normal times the supply of ships is very satisfactory, but at present shipping facilities are handicapped. Shipping is a most important factor

in the financial life of Greece. The Greek merchant marine has made enormous earnings, which have approximated \$120,000,000 since the war. Shipping men there have used every available craft.

"In general, the Greek merchants do not care to correspond in a foreign language. They prefer to work through agents. I have heard one or two cases of complaint against the attitude of American firms. Goods delivered in Greece, however, generally live up to the sample. Only in a few cases of flour, rice and peas have there been any complaints, but deterioration, due to delay, was undoubtedly responsible for this."

Mr. Weddell said that the currant crop had diminished this year, and as a result the prices will be higher. This is probable because the crop last year was abnormally large, in the opinion of the consul. He asserted that there had been an increase of trade through Greek ports, especially in furs and tobacco, which had been deflected from German towns because of the war. The effect of the war in such cases has been not so much "to create as to deflect" trade, according to Mr. Weddell.

"Greece has always suffered because of poor railroad facilities," said Mr. Weddell. "But with the opening of the 'Junction Line,' a new stimulus will result. The connections with the Balkan lines have heretofore been very poor, and Greece has seemed almost isolated from the remainder of the Continent. Now to go from Piræus, the principal port of the kingdom, to Paris, will only require 70 hours. The locomotives ordered for this new line came from America."

Exports from the United States to Greece for the nine months of 1916, ending in September totaled \$25,870,000, against \$21,076,000 for the corresponding period in 1915. The imports for eight months ending August, 1916, from Greece amounted to \$7,206,928, against \$2,702,395 for the same period in 1915.

## PROTOPAZZI BROS. S. A. STASSINOPULO

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(Haut - Bosphore)

Succursale: Restaurant

Au Grand Bazar, Stamboul

### Senna in Egypt.

**M**EMBERS of the drug distributing trade in New York are giving serious consideration to the Alexandria senna situation, as it promises to be even more complicated the coming season than hitherto during the continuance of the war. Every factor affecting the drug is held to be such as to indicate a continuance of high prices even when the new crop comes on the market.

This variety of senna is obtained by sending camels for hundreds of miles through the desert to points where the crude material is collected and from whence it is taken to Khartoum for grading into the various forms under which it comes on the market. This crude material contains about 50 per cent of waste matter such as stalks, stones, sand, etc. The good material is contained in the remaining 50 per

cent in about the following proportions: Four per cent whole leaves, 29 per cent half leaves and 64 per cent siftings. The Egyptian Government is reported to have requisitioned all the camels in the senna district for military purposes, and if this is actually the case the only way the senna can be brought into the market this year would be through the assignment by the Government of a certain number of camels for this purpose. It is obvious that the number which may be assigned will be less than that usually employed.

“On account of prevailing conditions, said an American drug importer in discussing the situation, “there is a very considerable financial risk taken in sending out these expeditions, and the dealers will not take this risk unless there is an assurance that the return will be adequate. This means that the collectors will demand higher prices. The Government has assessed an export

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duty of 10 per cent on the article. Freights have advanced from  $\frac{1}{2}$ d per pound to  $2\frac{1}{2}$ d, and the matter of obtaining freight room is becoming more difficult. A glance at the newspapers will show that fairly large steamers are being rapidly.

“High prices always tend to increase the possibility of adulteration, and it has been reported that large quantities of Arabian senna have been bought up in the Egyptian market for the purpose of adulterating the true Alexandria goods. Another form of adulteration is the article known as dog senna, which is a variety having little or no medicinal value, but obtainable in large quantities at a very low figure. This is beaten into dust and mixed with the true siftings. The question is now before the Department of Agriculture in Washington if a mixture of Arabian and Alexandria senna will be admitted under the name of Alexandria senna siftings, and the adulteration with dog senna is also being considered.

“Taking into consideration all the facts of the situation, there is only one conclusion to be drawn, namely, that high prices must prevail even when new crop goods come on the market.”

## Trebizond Filbert Crop.

(By Consul Jenkins, Trebizond).

A short review of the filbert crops of this district for the past five years may be of interest. In 1910-11 the crop of filberts was smaller than in 1909-10, showing a difference of 24,000,000 pounds. The total exports for the season were 107,113,300 pounds, to which 5 per cent for local consumption should be added to show the total amount produced. Of these exports 48 per cent went to Germany, 22 per cent to Austria, 10 per cent to France, 10 per cent to Egypt, 4 per cent to America, 3 per cent to England, and 3 per cent to other countries. The crop of the 1911-12 season proved to be much smaller, the total being only 58,591,400 pounds. Prices were consequently much higher; they reached \$6.11 per 100 pounds as compared with \$4.02 in 1910-11.

Three years before, the landowners began to give scientific and systematic attention to the cultivation of the trees instead of letting them grow wild. New groves were also planted and the soil more carefully treated. That their efforts were well rewarded is proved by the fact that in 1912-13 the crop amounted to 74,475,400 pounds, and the quality was considered slightly better. In 1913-14 the previously unheard of amount of 148,800,000 pounds was harvested. Excellent climatic conditions were partly responsible, but the additional care expended undoubtedly largely contributed in making such a result possible.

**Copper in America.**— The pith of the American copper market is that demand is in excess of supply. The price now paid is 27 cents per lb., which is likely to reach even higher levels. There is talk as a boom in real estate and in the building industry as a consequence of cheap money and gold inflation which means a stiffening home demand for the copper metal.

**Code A. B. C.**General Manager **JULES FRESCO**

5th Edition &amp; Western Union

Cable Address: **Aslanfresco**

CONSTANTINOPLE.

# American Levant Agency

**Branch of Fils d'Aslan Fresco****Manoukian Han, 1, 2, 3, 4, 5, Galata  
CONSTANTINOPLE**

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

## AMERICAN ARTICLES

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

**First Class Banks As References**

### Agents of American Firms in Eastern Greece.

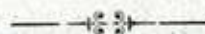
(Consul General Alexander  
W. Weddell, Athens).

**F**OR some time the Athens consulate general has maintained a card index of the names of local agents of American firms, under a cross-entry system. It has not been possible, however, to make this list as complete as it should be, despite a notice concerning it that appeared in **COMMERCE REPORTS** some months ago, wherein American commercial houses were requested to notify this office of the names of their representatives. In an endeavor to perfect this list there is now added to the consulate general's replies to inquiries from the United States a paragraph somewhat as follows:

This office keeps a card index of agents of American firms in this territory and endeavors to cooperate with them

in building up American trade. Perhaps in the event that you make an agency arrangement for this district you may see proper to notify this office so that inquiries may be referred to your representatives; might it not be in your interest to have your representative call on the writer with a view to discussing the possibilities of the market?

American firms having a representative in the Athens district are again requested to consider the advisability of notifying this office.



**Olive Oil in Turkey.**— The principal centers of production are Aidin, Beindir, Odemich, Mitylene, Edremit, Aivali, Kulluk and the islands of the Archipelago. Yielding an average crop of 75,000 tons of oil. A good harvest in Spain yields 500,000 tons. Tunis produces some 10,000 tons. Other producing countries are Greece, including the island of Crete, Italy and Morocco.

## HONORARY MEMBERS.

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- EDWARD NEVILLE VOSE,  
Editor "Dun's International Review," New York.
- OSCAR STUART HEIZER,  
American Consul, Bagdad.

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- G. BIE RAVNDAL, \*  
American Consular Service, Constantinople.
- CLEVELAND H. DODGE.  
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- JAMES A. FARRELL,  
United States Steel Corporation, 71 Broadway, New York.
- ARTHUR B. FARQUHAR,  
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- E. H. HUXLEY,  
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- GEORGE WARREN BROWN  
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- WM. E. BEMIS, \*\*  
Standard Oil Company, 26 Broadway, New York.
- C. H. MINOR,  
Western Electric Company, 463 West St., New York City.
- WILLARD STRAIGHT,  
American International Corporation, New York City.

\*) Elected honorary life member at annual meeting held Jan. 26, 1915.

\*\* ) Died Nov. 29th, 1915.

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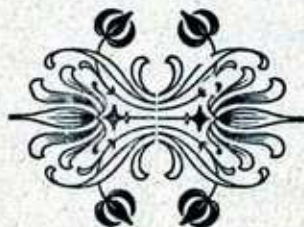
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**CLASSIFIED LIST OF MEMBERS****American Chamber of Commerce for the Levant**

(PLEASE REPORT ANY INACCURACIES TO THE SECRETARY).

**Agricultural Implements & Machinery.**

|                                                                    |                             |
|--------------------------------------------------------------------|-----------------------------|
| Acme Harvesting Machine Co., Exporters . . . . .                   | Peoria, Ill., U.S.A.        |
| Allen & Co , S L., Exporters, Denckla Bldg . . . . .               | Philadelphia, U.S.A.        |
| Arabian, H. A., Importer, Moustafa Pacha Han, . . . . .            | Constantinople, Turkey.     |
| Artus, Jean, Importer . . . . .                                    | Mersina, Turkey.            |
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| Balladur, Paul J., Importer, P. O. Box No 161. . . . .             | Smyrna, Turkey.             |
| Banque Hongroise, Importer, Galata . . . . .                       | Constantinople, Turkey.     |
| Bozadjian, Mihran, Importer . . . . .                              | Adana, Turkey               |
| Debbas, Jean, Importer . . . . .                                   | Tarsus, Turkey              |
| Dizengoff, M , Importer. . . . .                                   | Jaffa, Turkey.              |
| Farquhar, & Co., A. B , Exporters . . . . .                        | New York, U.S.A.            |
| Frangakis, Ant. Ch., Importer. . . . .                             | Aleppo, Turkey.             |
| Hindié, Elias, Importer. . . . .                                   | Aleppo, Turkey.             |
| Holt Caterpillar Co., Exporters, 50 Church St . . . . .            | New York, U.S.A.            |
| International Harvester Co., Exporters. . . . .                    | Chicago, U. S. A.           |
| C. Laughton & Co., mporters. . . . .                               | Constantinople, Turkey.     |
| Loutfalla, Georges, Importer. . . . .                              | Adana, Turkey.              |
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| Montgomery, Ward & Co., Expoters. . . . .                          | Chicago, U.S.A.             |
| Nergararian, H. G., Importer . . . . .                             | Varna, Bulgaria.            |
| Nergararian, H., Importer . . . . .                                | Constantinople, Turkey.     |
| Rindelaub, Robert C , Importer. . . . .                            | Constantinople, Turkey.     |
| Selian, R.B., Importer. . . . .                                    | Mersina, Turkey.            |
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| Walter A. Wood Mowing & Reaping Machine<br>Co., Exporters. . . . . | Hoosick Falls, N.Y., U.S.A. |
| Walter A. Wood Co., m. b. H. Elisabethufer 5/6.                    | Berlin, Germany.            |
| Whitman Agricultural Co., Exporters . . . . .                      | St. Louis, U.S.A.           |

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|---------------------------------------------------|-------------------|
| Charilaou, Epam., Exporter, Pesmazoglou Building. | Athens, Greece.   |
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| Mosseri, Albert, Importer. . . . .                | Salonika, Greece. |
| Molho, Isaac, Importer. . . . .                   | Salonika, Greece. |

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| Mégarbané, G. H., Exporter. . . . . | Aintab, Turkey. |
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Tompkins, V.D., Robert College, Roumeli Hissar. . Constantinople, Turkey.

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Johns-Manville, H. W., Co., Madison Avenue  
& 41st Street. . . . . New York, U.S.A.

**Asphalt Products.**

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& 41st Street. . . . . New York, U.S.A.

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Chadarevian, Gemil, T., . . . . . Aleppo, Turkey.  
Gulmezian, L., Merkez Rihtim Han . . . . . Constantinople, Turkey.  
Lydecker, C. E., 2 Rector Street. . . . . New York, U.S.A.  
National Credit Corporation, Title & Trust Bldg. . Chicago, U.S.A.

**Automobiles.**

Avigdor, N. S., 67-68 Inayet Han, Galata. . . . . Constantinople, Turkey.  
Balladur, Chas. P., Importer, P. O. Box No. 161. . Smyrna, Turkey.  
Belart-Lanz, J., Importer, Ihsan Bey Han, Stamboul. Constantinople, Turkey.  
Demaras Bros, Importer, 4 Philellinou Street. . . Athens, Greece.  
Keller, E. Theodor, Mgr. Fulas & Co. . . . . Athens, Greece.  
Studebaker Corporation, The, Mfrs. & Exporters. . South Bend, Ind., U.S.A.  
Vrioni, Pan. D., Importer, 4 Dephes Street. . . . Athens, Greece.  
Wichita Falls Motor Co., Mfrs. & Exporters. . . . Wichita Falls, U.S.A.

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Mulford Co., K. H., 428 South 13th St. . . . . Philadelphia, Pa., U.S.A.

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United Confectioners' Supply Co., 561 Greenwich St. . New York, U.S.A.

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Banque d'Athènes. . . . . Constantinople, Turkey.  
Banque d'Athènes. . . . . Athens, Greece.  
Banque d'Athènes. . . . . Salonika, Greece.  
Banque d'Athènes. . . . . Smyrna, Turkey.

|                                                  |                          |
|--------------------------------------------------|--------------------------|
| Banque Commerciale de Palestine . . . . .        | Jerusalem, Turkey.       |
| Banque d'Orient, Sophoclès Street. . . . .       | Athens, Greece.          |
| Banque d'Orient. . . . .                         | Smyrna, Turkey.          |
| Banque d'Orient. . . . .                         | Salonika, Greece.        |
| Banque de Salonique. . . . .                     | Constantinople, Turkey.  |
| Banque Hongroise, Galata . . . . .               | Constantinople, Turkey.  |
| Banque Impériale Ottomane. . . . .               | Constantinople, Turkey.  |
| Bilinsky De, S. S., c/o Ionian Bank, . . . . .   | Athens, Greece.          |
| Capayannides, G. . . . .                         | Trebizond, Turkey.       |
| Chamarakis, E. D. . . . .                        | Rethymno, Crete, Greece. |
| Dagher, Bustros & Co., . . . . .                 | Beirut, Turkey.          |
| Demaras Brothers. . . . .                        | Athens, Greece.          |
| Deutsche Bank, Galata. . . . .                   | Constantinople, Turkey.  |
| Deutsche Orientbank A. G. . . . .                | Constantinople, Turkey.  |
| Eliasco, J. C., c/o Bank of Athens . . . . .     | Athens, Greece.          |
| Lévy, Juda Gabriel . . . . .                     | Yanina, Greece.          |
| Nicolaidis, Louis, c/o Banque d'Orient . . . . . | Athens, Greece.          |
| Mitrani Semtov, Banker, Allalendji Han Stamb.    | Constantinople, Turkey.  |
| Phostiropoulo Frères. . . . .                    | Trebizond, Turkey.       |
| Sabbag & Fils . . . . .                          | Beirut, Turkey.          |
| Senn, E. E., de, Banker, Galata . . . . .        | Constantinople, Turkey.  |
| The Commercial Bank of Greece . . . . .          | Athens, Greece.          |
| The National Bank of Greece . . . . .            | Athens, Greece.          |
| Trad & Co., G. . . . .                           | Beirut, Turkey.          |
| Wiener Bank Verein . . . . .                     | Constantinople, Turkey.  |

#### **Barley and other Cereals.**

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

#### **Bath Heaters.**

|                                                  |                         |
|--------------------------------------------------|-------------------------|
| Friedmann & Fils, J. R., Imp., 32 Rue du Tunnel. | Constantinople, Turkey. |
|--------------------------------------------------|-------------------------|

#### **Beds and Supplies.**

|                                                   |                    |
|---------------------------------------------------|--------------------|
| Lambichi, M. E, Importer . . . . .                | Smyrna, Turkey.    |
| Frost & Cundill, Inc., Exp., 64, Wall Street. . . | New York, U. S. A. |

#### **Beer.**

|                                        |                 |
|----------------------------------------|-----------------|
| Audi & Frères, S., Importers . . . . . | Beirut, Turkey. |
| Hindié Frères, Importers . . . . .     | Aleppo, Turkey. |

#### **Belting.**

|                                              |                         |
|----------------------------------------------|-------------------------|
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| Seferiades, S. A., Importer. . . . .         | Smyrna, Turkey.         |

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|--------------------------------------------------|--------------------------|
| Buffalo Specialty Co, Exp., 375 Ellicott St. . . | Bu ffalo, N. Y., U.S.A.  |
| Wilcox-McKim Company. . . . .                    | Saginaw, Michig., U.S.A. |

#### **Binders.**

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|--------------------------------------------------------------------------------|------------------------------|
| Wood, Walter A., Mowing & Reaping Machinery<br>Co., Mfrs, & Exporters. . . . . | Hoosick Falls, N. Y., U.S.A. |
|--------------------------------------------------------------------------------|------------------------------|

#### **Blowing.**

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|----------------------------------------------------------------------|----------------------|
| Southwark Foundry & Machine Co., Washington<br>Ave & 5th St. . . . . | Philadelphia, U.S.A. |
|----------------------------------------------------------------------|----------------------|

**Boots and Shoes.**

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|--------------------------------------------------------------------------|-------------------------|
| Brown Shoe Co., Inc., Mfrs. & Exporters, 1018<br>Washington Ave. . . . . | St. Louis, U.S.A.       |
| Daoud & Abdo, Importers . . . . .                                        | Beirut, Turkey.         |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .                        | Constantinople, Turkey. |
| Etablissements Orosdi-Back, Importers. . . . .                           | Constantinople, Turkey. |
| Fulias & Co., Importers, Omer Abid Han, Galata.                          | Constantinople, Turkey. |
| Hindié Frères, Importers. . . . .                                        | Aleppo, Turkey.         |
| Molho, Isaac, Importer. . . . .                                          | Salonika, Greece.       |
| Magnifico, E. A., Importer. . . . .                                      | Smyrna, Turkey.         |
| Rosenwasser Bros, Mfrs. & Exp., 472 Broadway.                            | New York, U.S.A.        |
| Sciaky, Salomon J., Importer . . . . .                                   | Salonika, Greece.       |
| Tambakis, E. C., Importer . . . . .                                      | Smyrna, Turkey.         |
| Tchinlinguirian, S., Imp., 42/3 Germania Han. . . . .                    | Constantinople, Turkey. |
| Velissarides, E. J., & Co, Importer . . . . .                            | Trebizond, Turkey.      |

**Brandy**

|                                                  |                 |
|--------------------------------------------------|-----------------|
| Hellenique Wine & Spirit Co., Exporters. . . . . | Athens, Greece. |
|--------------------------------------------------|-----------------|

**Brick Machinery.**

|                                              |                  |
|----------------------------------------------|------------------|
| Slocum, Avram & Slocum, Exp., 30 Church Str. | New York, U.S.A. |
|----------------------------------------------|------------------|

**Butter.**

|                                               |                   |
|-----------------------------------------------|-------------------|
| Habib, Megarbané, & Fils, Exporters. . . . .  | Aleppo, Turkey.   |
| Jourdan Georgiades & Co., Exporters . . . . . | Salonika, Greece. |

**Canary Seed.**

|                                                                           |                         |
|---------------------------------------------------------------------------|-------------------------|
| Levant Products Trading Co., Importers, 38 40<br>W. 32nd Street. . . . .  | New York, U.S.A.        |
| Sevastopoulo, A. D, Exporters, Kutchuk Millet<br>Han 14, Galata . . . . . | Constantinople, Turkey. |

**Candles.**

|                                      |                   |
|--------------------------------------|-------------------|
| Errera, Isaac G., Importer . . . . . | Salonika, Greece. |
|--------------------------------------|-------------------|

**Carpenters.**

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Psalty, Geo. J., Rue Kabristan, Péra. . . . . | Constantinople, Turkey. |
|-----------------------------------------------|-------------------------|

**Carpets and Rugs.**

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| Castelli, N., Exp., Kutchuk Ismail Pacha Han.         | Constantinople, Turkey. |
| Filipachi, Paul P., Exp., Keuprulu Han, Stamb.        | Constantinople, Turkey. |
| W. Griffith & Company, Manufacturers . . . . .        | Smyrna, Turkey.         |
| Gulbenkian Bros. & Co, Exp., Gulbenkian Han.          | Constantinople, Turkey. |
| Haim, S., Musée Oriental, Kabristan 14, Péra. . . . . | Constantinople, Turkey. |
| Hmsen & Co., Exprs., Rue Findjandjilar, Stamb.        | Constantinople, Turkey. |
| Karadagli, A. C., Exporter, Djéferié Han, Stamb.      | Constantinople, Turkey. |
| Karagueusian, A. & M., Exprs, Astartjian Han.         | Constantinople, Turkey. |
| Kevork Skender, K. & D, Exporters. . . . .            | Bagdad, Turkey.         |

|                                                 |                         |
|-------------------------------------------------|-------------------------|
| Maghak, Fathalla D., Exporter . . . . .         | Bagdad, Turkey.         |
| Mizlumian Frères, Exprs., Ralli Han, Stamboul.  | Constantinople, Turkey. |
| Messayeh, Joseph J., Exporter. . . . .          | Bagdad, Turkey.         |
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| Oriental Carpet Manufacturers, Exporters. . . . | Smyrna, Turkey.         |
| Oriental Carpet Manufacturers, Exporters. . . . | Constantinople, Turkey. |
| Panayotoglou, Avraam V., Exporter, Serai-Emir . | Teheran, Persia.        |
| Roditi, A., Expr., Turkia Han, Stamboul. . . .  | Constantinople, Turkey. |
| Rostomian, R., Kutchuk Ihsan Bey Han, Stamb ,   | Constantinople, Turkey. |
| Sadullah, R. Levy & Mandil, Exprs, Stamboul.    | Constantinople, Turkey. |
| Telfeyan & Co., S., Exprs., Germania Han. . .   | Constantinople, Turkey. |
| Timourian, S., Rue Tarakdjilar, 27, Stamboul .  | Constantinople, Turkey. |
| Vayanos Frères, Manufacturers & Exporters, . .  | Konia, Turkey.          |
| Yonidès, P., Spiro, Maison Louvre, Pera. . . .  | Constantinople, Turkey. |

### Carriages, Vehicles, etc.

|                                                |                          |
|------------------------------------------------|--------------------------|
| Birch, James A., Exporter . . . . .            | Burlington, N.Y., U.S.A. |
| Devlin Mfg. Co., (Carriage Hardware). . . . .  | Philadelphia, U.S.A.     |
| Montgomery, Ward & Co., Exporters . . . . .    | Chicago, U.S.A.          |
| Studebaker Corporation, The, Exporters . . . . | South Bend, Ind., U.S.A. |
| The Sechler Co., 537-550 Fifth Street, . . . . | Cincinnati, Ohio, U.S.A. |

### Cheese.

|                                            |                   |
|--------------------------------------------|-------------------|
| Jordan Georgiades & Co, Exporters. . . . . | Salonika, Greece. |
|--------------------------------------------|-------------------|

### Chrome.

|                                                 |                   |
|-------------------------------------------------|-------------------|
| Bensussan, Fils de Samuel J., Exporter. . . . . | Salonika, Greece. |
|-------------------------------------------------|-------------------|

### Cigarettes.

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

### Cigarette Paper.

|                                                   |                         |
|---------------------------------------------------|-------------------------|
| The Mair de Botton Cigar. Paper Co., Mfrs. & Exp. | Salonika, Greece.       |
| P. Schild, Importer, Xantopoulo Han Stamboul .    | Constantinople, Turkey. |

### Cinematographic Films.

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

### Clocks and Watches.

|                                                |                         |
|------------------------------------------------|-------------------------|
| Enriquez, Clemente, Importers . . . . .        | Baghdad, Turkey.        |
| Etablissements Orosdi-Back, Importers. . . . . | Constantinople, Turkey. |
| Keystone Watch Case Co., Expor., Pickhuben. .  | Hamburg, Germany.       |
| Montgomery, Ward & Co., Exporters. . . . .     | Chicago, U. S. A.       |

### Clothing (Ready Made.)

|                                                                             |                      |
|-----------------------------------------------------------------------------|----------------------|
| Schoucair & Kassis, Importers. . . . .                                      | Beirut, Turkey.      |
| Snellenburg Clothing Co., Exporters, Broadway<br>and Wallace St., . . . . . | Philadelphia, U.S.A. |

### Coal.

|                                        |                   |
|----------------------------------------|-------------------|
| Canchi, Fratelli, Importers . . . . .  | Salonika, Greece. |
| Molho, Isaac, Importer. . . . .        | Salonika, Greece. |
| Pharaon & Fils, R., Importers. . . . . | Beirut, Turkey.   |

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Reppen, Theo., Importer, Arabian Han. . . . . | Constantinople, Turkey. |
| Theodoridi & Co., Importers. . . . .          | Braila, Roumania.       |

### Collections.

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

### Commercial Reports.

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

### Concrete and Cement.

|                                                     |                      |
|-----------------------------------------------------|----------------------|
| Molho, Isaac, Importer. . . . .                     | Salonika, Greece.    |
| Pecora Paint Co., Mfrs., & Exp., 4th & Venango Sts. | Philadelphia, U.S.A. |
| Vafiades, V., Importer. . . . .                     | Trebizond, Turkey.   |

### Concrete Reinforcements.

|                                             |                    |
|---------------------------------------------|--------------------|
| The General Fireproofing Co., 395 Broadway. | New York, U. S. A. |
|---------------------------------------------|--------------------|

**Commission Agents. — See General Importers and Exporters**

### Constructors & Contractors.

|                                            |                       |
|--------------------------------------------|-----------------------|
| Afimus & Hacho. . . . .                    | Beirut, Turkey.       |
| Aftalion, S. B., P. O. Box, No 57. . . . . | Roustchouk, Bulgaria. |
| Baroody, Murad. . . . .                    | Beirut, Turkey.       |
| Barff, P. G. & Co. . . . .                 | Smyrna, Turkey.       |
| Theodoridi & Co. . . . .                   | Braila, Roumania.     |

### Copper.

|                                                    |                         |
|----------------------------------------------------|-------------------------|
| Juda & Salmona, Importers. . . . .                 | Salonika, Greece.       |
| Navarro, Isaac J., Importer. . . . .               | Salonika, Greece.       |
| Obégi & Co., Charles, Importers. . . . .           | Aintab, Turkey.         |
| Phelps, Dodge Co., Exporters, 99 John Str. . . . . | New York, U.S.A.        |
| Picciotto & Co., Hillel, Importers . . . . .       | Aleppo, Turkey.         |
| Roditi, A., Importers & Exporters, Turkia Han St.  | Constantinople, Turkey. |
| Shabandar, Mahmoud, Importer. . . . .              | Baghdad, Turkey.        |
| Warde, Naasan & Co., Importers. . . . .            | Beirut, Turkey.         |

### Cots.

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

### Cotton.

|                                                      |                       |
|------------------------------------------------------|-----------------------|
| Aftalion, S. B., Importer, P. O. Box, No 57. . . . . | Roustchouk, Bulgaria. |
| Brazzofoli, Max, Exporter. . . . .                   | Mersina, Turkey.      |
| Debbas, Jean, Exporter. . . . .                      | Tarsus, Turkey.       |
| Lykiardopoulos Fils, A., Exporter . . . . .          | Mersina, Turkey.      |
| Obégi & Co., Charles, Exporters. . . . .             | Aintab, Turkey.       |
| Simeonoglou, Aristides, Exporter . . . . .           | Adana, Turkey.        |
| Warde, Naasan & Co., Exporters . . . . .             | Beirut, Turkey.       |

### Cotton Goods.

|                                                                           |                         |
|---------------------------------------------------------------------------|-------------------------|
| Abdeni & Co., G.G., Importers . . . . .                                   | Aleppo, Turkey.         |
| Aftalion, S. B., Importer, P. O. Box, No 57. . . . .                      | Roustchouk, Bulgaria.   |
| Altendorf, Wright & Darr, Imp., Ralli Han<br>No. 3-10, Stamboul . . . . . | Constantinople, Turkey. |
| Audi & Co., B., Importers . . . . .                                       | Beirut, Turkey.         |
| Avedikian Frères, Importers. . . . .                                      | Smyrna, Turkey.         |
| Baltazzi, Theo. S., Importer. . . . .                                     | Smyrna, Turkey.         |

|                                                    |                         |
|----------------------------------------------------|-------------------------|
| Bear Mill Mfg. Co., 120 Franklin St. . . . .       | New York, U.S.A.        |
| Berk, Püttmann & Co., Importers . . . . .          | Bagdad, Turkey.         |
| Bozadjian, Mihran, Importer. . . . .               | Adana, Turkey.          |
| Coufopoulos, D. G., Alyanak Han 26, Stamboul.      | Constantinople, Turkey. |
| Coûteur, Bernard, Aslan Han, Galata. . . . .       | Constantinople, Turkey. |
| Calinder, A., Importer. . . . .                    | Constantinople, Turkey. |
| Dobrowolsky & Co., Importers. . . . .              | Salonika, Greece.       |
| Elisha & Frères 'Nessim, Importers. . . . .        | Bagdad, Turkey.         |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .  | Constantinople, Turkey. |
| Enriquez, Clemente, Importer. . . . .              | Bagdad, Turkey.         |
| Etablissements Orosdi-Back, Importers. . . . .     | Constantinople, Turkey. |
| Eustathopoulos, Nap., & Co., Imp., Arnopoulo Han.  | Constantinople, Turkey. |
| Errera & Co., Ltd., Fils de G. A., Importers . . . | Salonika, Greece.       |
| Féradian, K., Importer, Alyanak Han, No. 14-15.    | Constantinople, Turkey. |
| Fils d'Abram Nahman, Importers . . . . .           | Salonika, Greece.       |
| Gelat, Elias Thomas, Importer . . . . .            | Jerusalem, Turkey.      |
| Haddad, Elias And., Importer. . . . .              | Beirut, Turkey.         |
| Haldéopoulo, N. P., Importer. . . . .              | Trebizond, Turkey.      |
| Hammer & Hirzel, Importers, Buyuk Yeni Han.        | Constantinople, Turkey. |
| Hassid & Co., A. M., Importers. . . . .            | Salonika, Greece.       |
| Hassid, Joseph Albert, Importer. . . . .           | Salonika, Greece.       |
| Hindié, Elias, Importer . . . . .                  | Aleppo, Turkey          |
| Hochstrasser & Co, Importers . . . . .             | Trebizond, Turkey.      |
| Hochstrasser & Co, Importers. . . . .              | Samsoun, Turkey.        |
| Jahiel, Isaak J., Importer. . . . .                | Salonika, Greece.       |
| Jeboury, Beytoun, Importer . . . . .               | Bagdad, Turkey.         |
| Juda & Salmona, Importers . . . . .                | Salonika, Greece.       |
| Kabbaz & Co, P. A., Importers. . . . .             | Aleppo, Turkey.         |
| Klonski, A. H., Importer. . . . .                  | Hebron, Turkey.         |
| Lebet Frères & Co., Importers, Germania Han.       | Constantinople, Turkey. |
| Maghak, Fathalla D., Importer. . . . .             | Bagdad, Turkey.         |
| Manachy, Lorenzo Y., Importer. . . . .             | Aleppo, Turkey.         |
| Marcantonakis & Manoussakis. . . . .               | Candia, Crete, Greece.  |
| Manuelian & Co., H., Importers. . . . .            | Mersina, Turkey.        |
| Messayeh, Joseph J., Importer. . . . .             | Bagdad, Turkey.         |
| Morpurgo, Moise, Importer. . . . .                 | Salonika, Greece        |
| Mouradian, Kevork, Importer, Stamboul. . . . .     | Constantinople, Turkey. |
| Panayotoglou, Avraam V., Importer, Serai-Emir.     | Teheran, Persia.        |
| Peristiany & Frères, J. Th., Importers . . . . .   | Alexandretta, Turkey.   |
| Philippou, A., Importer . . . . .                  | Yanina, Greece.         |
| Picciotto & Co, Hillel, Importers . . . . .        | Aleppo, Turkey.         |
| Prodromides, K. . . . .                            | Mersina, Turkey.        |
| Roditti, A., Importers & Exporters Turkia Han.     | Constantinople, Turkey. |
| Salloum, Helou & Co, Importers . . . . .           | Beirut, Turkey.         |
| Saporta & Baraha, Corentin, Importers . . . . .    | Salonika, Greece.       |
| Sasoon & Co, David, Importers. . . . .             | Bagdad, Turkey.         |
| Sciaky, V. & Co., Importers. . . . .               | Salonika, Greece.       |
| Schuep & Co., Importers. . . . .                   | Aleppo, Turkey          |
| Sirgi, M., & Co., Importers . . . . .              | Beirut, Turkey.         |
| Stevens & Co., J. P., Exp., 23 & 22 Thomas St.     | New York, U.S.A.        |
| Frost & Cundill, Inc., Exporters, 64, Wall St. .   | New York, U S A.        |
| Tchilinguirian, S., Imp., 42/3, Germania Han.      | Constantinople, Turkey. |
| Tiano, Henri, Importer. . . . .                    | Salonika, Greece.       |
| Vafiadachi, M. & A, Importers . . . . .            | Smyrna, Turkey.         |
| Varbetian, L. & L., Importers. . . . .             | Smyrna, Turkey.         |
| Vogel Konorad, Impr., Buyuk Yeni Han Stamb.        | Constantinople, Turkey. |

|                                                   |                         |
|---------------------------------------------------|-------------------------|
| Wellington, Sears & Co., 93 Franklin Street . . . | Boston, U.S.A.          |
| Zarifi, L, Importer, Hagopian Han, Galata. . .    | Constantinople, Turkey. |
| Zelveian, M. & K S, Importers. . . . .            | Mersina, Turkey.        |

### Cotton Seed Oil.

|                                                                                |                          |
|--------------------------------------------------------------------------------|--------------------------|
| Aftalion, S. B., Importer, P. O. Box, No. 57. . .                              | Roustchouk, Bulgaria.    |
| Altendorf, Wright & Darr, Importers, Ralli Han.                                | Constantinople, Turkey.  |
| Amar & Co., S., Importers, Validé Sultan Han.                                  | Constantinople, Turkey.  |
| American Cotton Oil Co., Exp., 27, Beaver Street.                              | New York, U.S.A.         |
| Aspegren & Co., Exporters, Produce Exchange. . .                               | New York, U.S.A.         |
| Cariciopoulo, Marc C, Importers, Ibrahim Rifaat<br>Pasha Han, Galata . . . . . | Constantinople, Turkey.  |
| Christofa, Apostole P. H., Importer. . . . .                                   | Mitylene, Greece.        |
| Coufopoulos, D. G., Alyanak Han, Stamboul. . .                                 | Constantinople, Turkey.  |
| Damianos N. D. P. O. B. 23 . . . . .                                           | Athens, Greece.          |
| Elkiatib, Salim, Importer, Elkiatib Han. . . . .                               | Constantinople, Turkey.  |
| Eustathopoulos & Co., Importers, Arnopoulo<br>Han, Stamboul . . . . .          | » »                      |
| Féradian, K., Importer, Alyanak Han, No. 14-15.                                | » »                      |
| Fils d'Abram Nahman, Importers . . . . .                                       | Salonika, Greece.        |
| Fulias & Co., Importers, Omer Abid Han, Galata.                                | Constantinople, Turkey.  |
| Frost & Cundill, Inc., Exporters, 64 Wall Street.                              | New York, U. S. A.       |
| Hammer & Hirzel, Importers, Buyuk Yeni Han.                                    | Constantinople, Turkey.  |
| Juda & Salmona, Importers. . . . .                                             | Salonika, Greece.        |
| Keller, E., Theodor, Mgr. Fulias & Co., Importer.                              | Athens, Greece,          |
| Lebet Frères & Co. Imp., Germania Han, Stamboul.                               | Constantinople, Turkey.  |
| Louisville Cotton Oil Co., Mfrs. & Exporters . .                               | Louisville, Ky., U.S.A.  |
| Manachy, Lorenzo Y, Importer. . . . .                                          | Aleppo, Turkey.          |
| Marcopoli & Co., V., Importers . . . . .                                       | Alexandretta, Turkey.    |
| Millioris, François, Imp., Nomico Han 23, 24, Galata.                          | Constantinople, Turkey.  |
| Modiano F., Co., Importers. . . . .                                            | Salonika, Greece.        |
| Molho, Isaac, Importer. . . . .                                                | Salonika, Greece.        |
| Navarro, Em. Is., Importer. . . . .                                            | Salonika, Greece.        |
| Pharaon, Issa, Schoucair & Co., Importers . . .                                | Beirut, Turkey.          |
| Procter & Gamble Co., Exporters. . . . .                                       | Cincinnati, Ohio, U.S.A. |
| Rousso & Danon, Importers, Djelal Bey Han. . .                                 | Constantinople, Turkey.  |
| Sarantis Frères, Importers, Omar Abid Han. . .                                 | Constantinople, Turkey.  |
| Sciaky, V., & Co., Importer. . . . .                                           | Salonika, Greece.        |
| Frost & Cundill, Inc. Exporters, 64, Wall Street.                              | New York, U.S.A.         |
| Tasartez & Barzilaï, Importers, Tohafdjî Han.                                  | Constantinople, Turkey.  |
| Tchilinguirian, S., Imp., 42/3 Germania Han.                                   | Constantinople, Turkey.  |
| Tiano, Henri, Importer . . . . .                                               | Salonika, Greece.        |
| Vogel Konorad, Impr., Buyuk Yeni Han Stamb.                                    | Constantinople, Turkey.  |
| Xanthos, C, Importer. . . . .                                                  | Salonika, Greece.        |

### Cotton Seed Oil Mill Machinery

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

### Cotton Yarn.

|                                                    |                   |
|----------------------------------------------------|-------------------|
| Abdeni & Co., G. G., Importers. . . . .            | Aleppo, Turkey.   |
| Audi & Co., B., Importers. . . . .                 | Beirut, Turkey.   |
| Baltazzi, Theo. S, Importer. . . . .               | Smyrna, Turkey.   |
| Bedsussan, Fils de Samuel J., Importer & Exporter. | Salonika, Greece. |
| Errera & Co., Fils de G. A., Importers. . . . .    | Salonika, Greece. |
| Hindié, Elias, Importer . . . . .                  | Aleppo, Turkey.   |



|                                                      |                         |
|------------------------------------------------------|-------------------------|
| Mosseri, Albert, Importer . . . . .                  | Salonika, Greece.       |
| Mouradian, Kevork, Importer, Stamboul. . . . .       | Constantinople, Turkey. |
| Peristiany & Co, T. John, Importers. . . . .         | Alexandretta, Turkey.   |
| Simeonoglou, Aristides, Exporter . . . . .           | Adana, Turkey.          |
| Tchilinguirian, S., Imp., 42 3 Germania Han. . . . . | Constantinople, Turkey. |

**Cribs.**

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

**Currants.**

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

**Customs House Brokers.**

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| Curmusi, Theo. N., Tchিনি Rihtim Han, Galata. . . . . | Constantinople, Turkey. |
| Khouri, G. & A. Farrah . . . . .                      | Beirut, Turkey.         |

**Decoration (Interior).**

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Psalty Geo. J., Rue Kabristan, Péra . . . . . | Constantinople, Turkey. |
|-----------------------------------------------|-------------------------|

**Dental Supplies**

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

**Department Stores**

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

**Draperies.**

|                                     |                 |
|-------------------------------------|-----------------|
| Audi & Co., B., Importers . . . . . | Beirut, Turkey. |
|-------------------------------------|-----------------|

**Drugs and Pharmaceutical Products.**

|                                                              |                         |
|--------------------------------------------------------------|-------------------------|
| Audi & Co., B., Importers . . . . .                          | Beirut, Turkey.         |
| Curtis & Brown Mfg. Co., Exprs., 215-217, Fulton St. . . . . | New York, U.S.A.        |
| Fellows Co., The, Manufacturers, 26 Christofer St. . . . .   | New York, U.S.A.        |
| Frost & Cundill, Inc., Exporters, 64 Wall Street. . . . .    | New York, U.S.A.        |
| Hannania, Joseph, Importer. . . . .                          | Bagdad, Turkey.         |
| Juda & Salmona, Importers . . . . .                          | Salonika, Greece.       |
| Mourad Bey Baroudi, Importer. . . . .                        | Beirut, Turkey.         |
| Mulford Co., H. K., Exporters, 428 S. 13th St. . . . .       | Philadelphia, U. S. A.  |
| Orosdi-Back, Etablissements, Importers . . . . .             | Constantinople, Turkey. |
| Philadelphia Quartz Co., Exporters, 121 S. 3d St. . . . .    | Philadelphia, U. S. A.  |
| Sirgi, M., & Co., Importer . . . . .                         | Beirut, Turkey.         |
| Spyrides, Const., Importer. . . . .                          | Athens, Greece.         |
| Velissarides & Co., E. J., Importer . . . . .                | Trebizond, Turkey.      |
| West Electric Hair Curler Co., 45 S. Front St. . . . .       | Philadelphia, U. S. A.  |

**Druggists' Sundries.**

|                                    |                 |
|------------------------------------|-----------------|
| Baroody, Murad, Importer . . . . . | Beirut, Turkey. |
|------------------------------------|-----------------|

**Dry Goods.**

|                                        |                  |
|----------------------------------------|------------------|
| Melissinos, Bernard, Importer. . . . . | Pireaus, Greece. |
|----------------------------------------|------------------|

**Dyes.**

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

**Earth Handling Machinery.**

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

**Electrical Machinery and Supplies.**

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

**Electric Traveling Cranes.**

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

**Electrical Supplies.**

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

**Elevators.**

Essayan & Frères, Hagop, Importers. . . . . Constantinople, Turkey.

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

Avedikian Frères, Importers . . . . . Smyrna, Turkey.  
 Avery Co., Exporters. . . . . Peoria, Ill., U.S.A.  
 Farquhar & Co., A. B., Mfrs. & Exp., Cotton Ex Bldg. New York, U.S.A.  
 Holt Caterpillar Co., Mfrs. & Exp., 50 Church St. . . . . New York, U.S.A.  
 International Harvester Co., Mfrs. & Exporters. . . . . Hamburg, Germany.  
 Southwark Foundry & Machine Co., Exporters. . . . . Philadelphia, U. S. A.  
 Standard Gas Engine Co., Mfrs. & Exprs. . . . . San Francisco, U.S.A.  
 Waterloo Gasoline Engine Co., Exprs., . . . . . Waterloo, Iowa, U. S.A.  
 Wichita Falls Motor Co., Mfrs & Exprs.. . . . . Wichita Falls, U.S.A.  
 Wilcox, McKim Company, Exporters . . . . . Saginaw, Mich., U. S. A.

**Engineering.**

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

**Expanded Metal.**

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

**Feed Milling Machinery**

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

**Feed Stuffs.**

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

**Fennel Seed.**

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

**Firearms and Ammunition.**

Coenca Frères, Importers. . . . . Constantinople, Turkey.  
 Picciotto & Co., Hillel, Importers . . . . . Aleppo, Turkey.

**Fire Engine Trucks.**

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

**Fire Extinguishers.**

Johns-Manville, H. W., Co., Exporters. . . . . New York, U. S. A.

**Fittings.**

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

Flagg, Stanley G., Mfr. & Exporter. . . . . Philadelphia, U. S. A.

**Fish (Dried, Salted).**

Hancock & Wood, Importers . . . . . Patras, Greece.

**Flooring.**

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

**Flour.**

Barcoulis, S., Importer. . . . . Constantinople, Turkey.

Capayannides, G., Importer. . . . . Trebizond »

Cariciopoulo, Marc G., Importer, Galata . . . . Constantinople, Turkey.

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

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

Fenerdjian, A.M., & Co., Impr., St. Pierre Han, G. Constantinople, Turkey.

Filippakis, Geo. Is., Manufacturer. . . . . Adalia, »

Fils d'Abram Nahman, Importers. . . . . Salonika, Greece

Hadjopoulo & Sperco, Inc., Exporters. . . . . New York, U. S. A.

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

Jahiel, Isak J., Importer. . . . . Salonika, »

Kouyoumdjian, Khosrov, Importer. . . . . Bagdad, Turkey.

Modiano, F., & Co., Importers. . . . . Salonika, Turkey.

Molho, Isaac, Importer. . . . . Salonika, Greece.

Shiaky, V. & Co., Importer. . . . . Salonika, »

Slocum, Avram & Slocum, Exp., 30 Church St., New York, U. S. A.

Vogel Konorad, Impr., Buyuk Yeni Han Stamb. Constantinople, Turkey.

Vrioni, D. Pan., Importer, 4 Dephes Str. . . . Athens, Greece.

**Flour Milling Machinery.**

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

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

**Fountain Pens.**

Kroubalkian, K. Importers Sole Agent for Turkey  
Konclin Pen Mfg. of New York U. S. A. Gal. Constantinople, Turkey.

Waterman Co., L. E., Exporters, 173, Broadway. New York, U.S.A.

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

Asfar & Co., Date Packers & Exporters. . . . . Bagdad Turkey.

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

Barff & Co. Ltd. P. G., Exporters. . . . . Smyrna, »

Cherry, Louis D., Importer, 52 S. 60th St. . . . Philadelphia, U.S.A.

Coënca Frères, Exporters. . . . . Constantinople, Turkey.

Damianos N. D. P. O. B. 23 . . . . . Athens, Greece.

Eustratiades, Alex. N., Exporter . . . . . Smyrna, Turkey.

Georgiadès & Co., Exporters. . . . . » »

Habicht, Braun & Co. Imp., Hudson & Laight St. New York, U.S.A.

Hadjopoulo & Sperco, Inc., Imp., 29 Broadway . New York, U.S.A.

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| Hochstrasser & Co., Exporters . . . . .               | Samsoun, Turkey.        |
| » » » » . . . . .                                     | Trebizond, »            |
| Jaburg Brothers, Importers, 1-2 Worth Street. . . . . | New York, U.S.A.        |
| Klonski, A. H., Exporter. . . . .                     | Hebron, Turkey.         |
| Maghak, Fathalla D., Exporter . . . . .               | Bagdad, »               |
| Marcantonakis & Manoussakis, Exporters. . . . .       | Candia, Crete, Greece.  |
| Mégarbané, G. H., Exporter. . . . .                   | Aintab, Turkey.         |
| Mégarbané & Fils, Habib, Exporters . . . . .          | Aleppo, »               |
| Messayeh, Joseph J., Exporter. . . . .                | Bagdad, »               |
| Missir & Co., Exporters . . . . .                     | Smyrna, »               |
| Pastene & Co., Inc., Importers. . . . .               | New York, U.S.A.        |
| Reggio & Co., Ant., Exporters. . . . .                | Smyrna, Turkey.         |
| Reggio, Abel, 105, Hudson Street, Agents. . . . .     | New York, U.S.A.        |
| Saltiel & Mizrahi, Exporters, 37 Asma Alti . . . . .  | Constantinople, Turkey. |
| Schild P., Exporters, Xantopoulo Han . . . . .        | Constantinople, Turkey. |
| Schamasch, Gourgie & Co., Exporters . . . . .         | Bagdad, Turkey.         |
| Shabandar, Mahmoud, Exporter. . . . .                 | » »                     |
| The Levant Products Trading Co., Importers.           | New York, U.S.A.        |
| Warde, Naasan & Co., Exporters . . . . .              | Beirut, Turkey.         |
| Wönckhaus & Co., Robert, Exporters of Dates . . . . . | Bagdad, Turkey.         |

#### Furniture.

|                                                         |                          |
|---------------------------------------------------------|--------------------------|
| Karpen & Bros., Mfrs & Exprs, 37th. St. & B'way.        | New York, U.S.A.         |
| Kroubalkian, K., Importer, Grand Tunnel Han G.          | Constantinople, Turkey.  |
| Lambichi, M. E., Importer. . . . .                      | Smyrna, Turkey.          |
| Montgomery, Ward & Co., Exporters . . . . .             | Chicago, U. S. A.        |
| Nahmias, Samuel et Fils, Importers. . . . .             | Salonika, Greece.        |
| Psalty, Geo. J., Mfr. & Importer, R. Kabristan. . . . . | Constantinople, Turkey.  |
| Sioufi, Elie, Manufacturer . . . . .                    | Beirut, Turkey.          |
| Tagger, J. H., Importers . . . . .                      | Jaffa&Jerusalem, Turkey. |
| Wilcox, McKim Company, Exporters. . . . .               | Saginaw, Michig., U.S.A. |

#### Galvanized Sheet Metals.

|                                                      |                  |
|------------------------------------------------------|------------------|
| United States Steel Products Co., Exporters. . . . . | New York, U.S.A. |
|------------------------------------------------------|------------------|

#### Glass.

|                                            |                         |
|--------------------------------------------|-------------------------|
| Friedmann & Fils, J.R., Importers. . . . . | Constantinople, Turkey. |
| Navarro, Isaac J., Importer. . . . .       | Salonika, Greece.       |
| Sayeg Frères, Importers . . . . .          | Beirut, Turkey.         |
| Vafiades, V., Importer. . . . .            | Trebizond, Turkey.      |

#### General Exporters and Importers.

|                                                      |                         |
|------------------------------------------------------|-------------------------|
| Abdeni & Co. . . . .                                 | Aleppo, Turkey.         |
| Abramowitz, Leon P. . . . .                          | Bucharest, Roumania.    |
| Aftalion. S. B., P. O. Box, No 57. . . . .           | Roustchouk, Bulgaria.   |
| Aliferis, G., 37 Praxiteus Street . . . . .          | Athens, Greece.         |
| H. A. Arabian, Moustafa Pacha Han, Stamboul.         | Constantinople, Turkey. |
| Asfar & Co . . . . .                                 | Bagdad, Turkey.         |
| Assa, Salomon H., Sarioglou Han, Stamboul. . . . .   | Constantinople, Turkey. |
| Audi & Co., B. . . . .                               | Beirut, Turkey.         |
| Austro-Oriental Trading Co. Ltd. . . . .             | Bagdad, Turkey.         |
| Baldwin, Theo. A. . . . .                            | Brusa, Turkey.          |
| Banning Hubert, 17 E. 128th St. . . . .              | New York, U.S.A.        |
| Banque Commerciale de Palestine . . . . .            | Jerusalem, Turkey.      |
| Banque Hongroise, Galata . . . . .                   | Constantinople, Turkey. |
| Barcoulis, S., Arnopoulo Han, 5-6, Stamboul. . . . . | Constantinople, Turkey. |
| Bensussan, Fils de Samuel J., . . . . .              | Salonika, Greece.       |

|                                                            |                            |
|------------------------------------------------------------|----------------------------|
| Benveniste, Haim & Albert. . . . .                         | Salonika, Greece.          |
| Berk, Püttmann & Co . . . . .                              | Bagdad, Turkey.            |
| Capayannides, G. . . . .                                   | Trebizond, Turkey.         |
| Chamarakis, E. D. . . . .                                  | Rethymno, Crete, Greece.   |
| Cofinas, G. N., 37 Praxiteleus Str. . . . .                | Athens, Greece.            |
| Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .        | Constantinople, »          |
| Coenca Frères . . . . .                                    | Constantinople, Turkey.    |
| Damianos N. D. P. O. B. 23 . . . . .                       | Athens, Greece.            |
| Demaras Brothers. . . . .                                  | Athens, Greece.            |
| Dizengoff, M. . . . .                                      | Jaffa, Turkey.             |
| Dollinger, J. M. and Dielmann Messadet Han St. . . . .     | Constantinople, Turkey.    |
| Eustratiades, Alex. N. . . . .                             | Smyrna, Turkey.            |
| Fenerdjian, A.M., & Co , St.Pierre Han, N.17, Gal. . . . . | Constantinople, Turkey.    |
| Féradian, K , Alyanak Han, No. 14-15, Stamboul. . . . .    | » »                        |
| Fils d'Abram Nahman . . . . .                              | Salonika, Greece.          |
| Fitzio, Alex , General Importer, Hermes Street. . . . .    | Athens, Greece.            |
| Gelat, Elias Thomas. . . . .                               | Jerusalem, Turkey.         |
| Frost & Cundill, Inc., Exporters, 65 Wall Street. . . . .  | New York, U. S. A.         |
| "Gradivo," Société Commerciale par Actions . . . . .       | Varna, Bulgaria.           |
| Haldéopoulo, N. P. . . . .                                 | Trebizond, Turkey.         |
| Hancock & Wood . . . . .                                   | Patras, Greece.            |
| Hanni E., Matheo Han No 2 . . . . .                        | Constantinople, Turkey.    |
| Hindié, Elias . . . . .                                    | Aleppo, Turkey.            |
| Hindié Frères. . . . .                                     | Aleppo, Turkey.            |
| Hochstrasser & Co. . . . .                                 | Trebizond, Turkey.         |
| » » . . . . .                                              | Samsoun, »                 |
| Jahiel, Isaac J. . . . .                                   | Salonika, Greece.          |
| Keller, E. Theodor, Mgr. of Fulias & Co. . . . .           | Athens, Greece.            |
| Krönig, Hermann, Commission Agent. Roustchouk, . . . . .   | Varna, Philippople, Sofia. |
| Kroubalkian, K., Grand Tunnel Han Galata. . . . .          | Constantinople, Turkey.    |
| Manachy, Lorenzo Y. . . . .                                | Alexandretta, Turkey.      |
| Marcantonakis & Mannoussakis . . . . .                     | Candia, Crete, Greece.     |
| Marguardt & Co. Inc., 35 South William Street. . . . .     | New York, U.S.A.           |
| Marcopoli & Co., V. . . . .                                | Alexandretta, Turkey.      |
| Melissinos, Bernard . . . . .                              | Piraeus, Greece.           |
| Muller. Ch., F., Importer, 29 Apollo Street. . . . .       | Athens, Greece.            |
| Nemli Zadé Frères. . . . .                                 | Trebizond, Turkey.         |
| Panayotoglou, Avraam V., Seraï-Emir. . . . .               | Teheran, Persia.           |
| Philaretos, C. G. & Co., 1 A Sophocles Street. . . . .     | Athens, Greece.            |
| Peristiany & Co , J. Th. . . . .                           | Alexandretta, Turkey.      |
| Politakis, E. P., Anaxagora Street. . . . .                | Athens, Greece.            |
| Phostiropoulo Frères, . . . . .                            | Trebizond, Turkey.         |
| Prodromides, K., . . . . .                                 | Mersina, Turkey.           |
| Reppen, Theo, Arabian Han, Galata. . . . .                 | Constantinople, Turkey.    |
| Rindelaub, Robert C., Dilsiz Zadé Han. . . . .             | Constantinople, »          |
| Ruch Jacques, Kenadjian Han. . . . .                       | Constantinople, »          |
| Saltiel & Mizrahi, 37 Asma Alti. . . . .                   | Constantinople, »          |
| Schild P., Xantopoulo Han . . . . .                        | Constantinople, »          |
| Sasoon & Co , Davil. . . . .                               | Bagdad, »                  |
| Schapira, J. M., 21 Rue Colocotroni. . . . .               | Athens, Greece.            |
| Shabender, Mahmoud. . . . .                                | Bagdad, Turkey.            |
| Sirgi, M. & Co. . . . .                                    | Beirut, Syria.             |
| Spathopoulo Frères, P., . . . . .                          | Kerassund, Turkey.         |
| Spike, Clarence H., 143 Federal Street . . . . .           | Boston, U. S. A.           |
| Stassinopoulo, S. A. . . . .                               | Smyrna, Turkey.            |
| Tatian, A., 23 Central St., Room 8 . . . . .               | Boston, U. S. A.           |

|                                                  |                         |
|--------------------------------------------------|-------------------------|
| Tchilinguirian, S, 42/3 Germania Han. . . . .    | Constantinople, Turkey. |
| Tennant, Sons, & Co, C., 100 William St. . . . . | New York, U. S. A.      |
| Tiano, Henri. . . . .                            | Salonika, Greece.       |
| The American Advertising Co. . . . .             | Constantinople, Turkey. |
| The Commercial Bank of Greece, . . . . .         | Athens, Greece.         |
| Velissarides, E. J., & Co. . . . .               | Trebizond, Turkey.      |
| Vimos Brothers, 29 Nikis Street . . . . .        | Athens, Greece.         |
| Vrioni, Pan. D, 4, Dephes Street. . . . .        | Athens, Greece.         |
| Vassiliou, Pittacos. . . . .                     | Mitylene, »             |
| Vogel Konrad, Buyuk Yeni Han Stamboul . . . . .  | Constantinople, Turkey. |
| Wilcox McKim Company. . . . .                    | Saginaw, Mich., U.S A.  |
| Wönckhaus & Company, Robert. . . . .             | Bagdad, Turkey.         |
| Zeppos, P., Pesmazoglou Street. . . . .          | Athens, Greece.         |

### Glucose.

|                                                 |                    |
|-------------------------------------------------|--------------------|
| Corn Products Refining Co., Exporters . . . . . | New York, U. S. A. |
|-------------------------------------------------|--------------------|

### Glue Stock.

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

### Government Contractors.

|                                                             |                         |
|-------------------------------------------------------------|-------------------------|
| Altendorf, Wright & Darr, Ralli Han, No 3-10. . . . .       | Constantinople, Turkey. |
| Avigdor, N. S., Inayet Han. . . . .                         | Constantinople, »       |
| Banque Hongroise, Galata . . . . .                          | Constantinople, Turkey. |
| Cofinas, G. N., 37 Praxiteleus Street. . . . .              | Athens, Greece.         |
| Essayan & Frères, Hagop. . . . .                            | Constantinople, Turkey. |
| Frésco, Fils d'Aslan, Manoukian Han, 1-5, Galata, . . . . . | Constantinople, »       |
| Friedmann & Fils, J. R., Rue Yenidjami No. 7. . . . .       | Constantinople, »       |
| Hecht, Emil, Khorassandji Han, Stamboul . . . . .           | Constantinople, »       |
| Langdon, J. D., Naval Contractor . . . . .                  | Smyrna, »               |
| Vrioni, Pan., D., Importer, 4 Dephes Street. . . . .        | Athens, Greece.         |
| Zeppos, P., Pesmazoglou Street. . . . .                     | Athens, Greece.         |

### Grain & Cereals.

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

### Groceries.

|                                                          |                         |
|----------------------------------------------------------|-------------------------|
| Cacoulides, Gr., N., Exporter . . . . .                  | Trebizond, Turkey.      |
| Capayannides, G., Importer . . . . .                     | Trebizond, »            |
| Errera, Isaac G., Importer . . . . .                     | Salonika, Greece.       |
| Eustathopoulo & Co., Importers. . . . .                  | Constantinople, Turkey. |
| Goldberg, Tewel, Importer. . . . .                       | Jerusalem, »            |
| Habicht, Braun & Co., Hudson & Laight Sts., . . . . .    | New York, U.S.A.        |
| Hanania, Joseph, Importer. . . . .                       | Baghdad, Turkey.        |
| Hindié Frères, Importers. . . . .                        | Aleppo, Turkey.         |
| Hochstrasser & Co., Exporters. . . . .                   | Trebizond, Turkey.      |
| Iahiel, Isaac, Importer. . . . .                         | Salonika, Greece.       |
| Jaburg Brothers, Importers, 1-3 Worth Street. . . . .    | New York, U.S.A.        |
| Juda & Salmona, Importers. . . . .                       | Salonika, Greece.       |
| Koukaz & Zaloom, Exporters (Syrian Provisions). . . . .  | Beirut, Turkey.         |
| Leslie & Co., John E., Imp., 51-53 East, Lake S. . . . . | Chicago, U. S.A.        |

|                                                       |                            |
|-------------------------------------------------------|----------------------------|
| Mahokian, A., Exporter . . . . .                      | Trebizond, Turkey.         |
| Millioris, François, Imp., Nomico Han 23, 24, Galata. | Constantinople, Turkey.    |
| Navarro, Emmanuel Is., Importer. . . . .              | Salonika, Greece.          |
| Nemli Zadé Frères, Importers. . . . .                 | Trebizond, Turkey.         |
| Pastene & Co., Imp., 148-150, Franklin Street.        | New York, U.S.A.           |
| Rindelaub, Robert C., Imp., Dilsiz Zadé Han. . .      | Constantinople, Turkey.    |
| Sevastopoulo, A. D., Importer. . . . .                | Constantinople, »          |
| Tagger, J. H., Importer, . . . . .                    | Jaffa & Jerusalem, Turkey. |
| Xanthos, G., Exporter. . . . .                        | Salonika, Greece.          |

### Gum Mastic.

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

### Gum Tragacanth.

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

### Guts (Sausage Casings).

|                                                   |                            |
|---------------------------------------------------|----------------------------|
| Abdul Kader Pacha El-Khedery, Exporter. . . . .   | Bagdad, Turkey.            |
| Arsen & Co., A. G., Exp., Gulbenkian Han. . .     | Constantinople, Turkey.    |
| Berk, Püttmann & Co., Exporters. . . . .          | Bagdad, Turkey.            |
| Essefian, Parsegh G., Exporter. . . . .           | Constantinople, Turkey.    |
| Hecht, Emil, Exp., Khorassandji Han, Stamboul.    | Constantinople, »          |
| Kevork Skender, K. & D., Exporter. . . . .        | Bagdad, Turkey.            |
| Nemli Zadé Frères, Exporters. . . . .             | Trebizond, Turkey.         |
| Schamasch, Gourgie & Co., Exporters . . . . .     | Bagdad, »                  |
| Selian, R. B., Exporter. . . . .                  | Mersina, »                 |
| Spike, Clarence H., Importer, 143 Federal Street. | Boston, U.S.A.             |
| Tagger, J. H., Exporter. . . . .                  | Jaffa, & Jerusalem, Turkey |
| Zarifi, L., Exporter, Hagopian Han, Galata. . .   | Constantinople, »          |

### Hair Curlers.

|                                                |                      |
|------------------------------------------------|----------------------|
| West Electric Hair Curler Co., 45 S. Front St. | Philadelphia, U.S.A. |
|------------------------------------------------|----------------------|

### Hair (from Goatskins).

|                                                   |                      |
|---------------------------------------------------|----------------------|
| Foerderer, Robert H., Inc., Importer, Frankford . | Philadelphia, U.S.A. |
|---------------------------------------------------|----------------------|

### Hardware and Tools.

|                                                   |                         |
|---------------------------------------------------|-------------------------|
| Altizoglou Fils, I., Importers . . . . .          | Mersina, Turkey         |
| Aperguis & Co., N. A., Imp., Bahtiar Han, Galata. | Constantinople, Turkey. |
| Bedrossian, Aram N., Imp., Kutchuk Millet Han.    | Constantinople, Turkey. |
| Berk, Püttmann & Co., Importers. . . . .          | Bagdad, Turkey.         |

|                                                                 |                         |
|-----------------------------------------------------------------|-------------------------|
| Buffalo Specialty Co., Exp., 375 Ellicott Street. . . . .       | Buffalo, N. Y., U.S. A. |
| Cariciopoulo, Marc C., Importer, Galata. . . . .                | Constantinople, Turkey. |
| Devlin Mfg. Co., Thos., (Carriage & Saddlery Hardware). . . . . | Philadelphia, U.S.A.    |
| Disston & Sons, Henry, P.O.B. 1537. . . . .                     | » »                     |
| Dizengoff, M., Importer . . . . .                               | Jaffa, Turkey.          |
| Enriquez, Clemente, Importer . . . . .                          | Bagdad, Turkey.         |
| Enterprise Mfg. Co., The, Mfrs. & Exporters.                    | Philadelphia, U. S. A.  |
| Errera & Co., Fils de G. A., Importers. . . . .                 | Salonika, Greece.       |
| Fenerdjian, A. M., & Co., St. Pierre Han, Galata.               | Constantinople, Turkey. |
| "Gradiwo" Soc. Commerciale par Actions, Imp.                    | Varna, Bulgaria.        |
| Hammer & Hirzel, Imp., Buyuk Yeni Han . . . . .                 | Constantinople, Turkey. |
| Hassid & Co., A. M., Importers. . . . .                         | Salonika, Greece.       |
| Lambichi, M. E., Importer. . . . .                              | Smyrna, Turkey.         |
| Manachy, Lorenzo Y., Importer . . . . .                         | Aleppo, »               |
| Modiano, F., & Co., Importers. . . . .                          | Salonika—Smyrna.        |
| Mc Caffrey File Co., Mfrs. & Exp, 5th & Berk St.                | Philadelphia, U.S.A.    |
| Miller Lock Co., Mfrs. & Exporters. . . . .                     | » »                     |
| Montgomery, Ward & Co., Exporters. . . . .                      | Chicago, U.S.A.         |
| National Specialty Mfg. Co., Exporters. . . . .                 | Philadelphia, U.S.A.    |
| North Bros. Manufacturing Co., Exporters. . . . .               | Philadelphia, U.S.A.    |
| Orosdi-Back, Etablissements, Importers. . . . .                 | Constantinople, Turkey. |
| Peristiany & Co., J. Th, Importers. . . . .                     | Alexandretta, »         |
| Philaretos, C. G., & Co., Importers. . . . .                    | Athens, Greece.         |
| Plumb, Fayette R., Mfr. & Exp., Bridesburg, P. O.               | Philadelphia, U.S. A.   |
| Roditi, A, Importer, Tarakdjilar, Ekberie Han.                  | Constantinople, Turkey. |
| Sayeg, Frères, Importers. . . . .                               | Beirut, Turkey.         |
| Schamasch, Gourgie & Co., Importers . . . . .                   | Bagdad, »               |
| Schapira, J. M., Importer, 21 Colocotroni Street.               | Athens, Greece.         |
| Schuep & Co., Importers. . . . .                                | Aleppo, Turkey.         |
| Shabender, Mahmoud, Importer. . . . .                           | Bagdad, »               |
| Tiano, Henri, Importer. . . . .                                 | Salonika, Greece.       |
| Vafiades, V., Importer. . . . .                                 | Trebizond, Turkey.      |
| Werner, Albert, Importer, Arabian Han, Galata.                  | Constantinople, Turkey. |

### Harness and Leather Goods

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

### Hats (Felt)

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

### Hooks and Eyes.

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

### Hosiery

|                                  |                 |
|----------------------------------|-----------------|
| Daoud & Abdo, Importers. . . . . | Beirut, Turkey. |
|----------------------------------|-----------------|

### House Furnishings.

|                                                     |                         |
|-----------------------------------------------------|-------------------------|
| Buffalo Specialty Co., Exporters. . . . .           | Buffalo, N. Y., U.S.A.  |
| Lazzaro Franco & Fils, Importers, Stamboul. . . . . | Constantinople, Turkey. |
| Yoanidès, P., Spiro, Maison Louvre, Péra. . . . .   | Constantinople, Turkey. |



**Household Utensils.**

|                                                  |                          |
|--------------------------------------------------|--------------------------|
| Hoosier Mfg. Co., The, Exporters. . . . .        | New Castle, Ind., U.S.A. |
| National Specialty Manufacturing Co., Exporters. | Philadelphia, U.S.A.     |
| North Bros. Manufacturing Co., Exporters . .     | Philadelphia, U.S.A.     |
| Velissarides, E. J., & Co., Importers. . . . .   | Trebizond, Turkey.       |
| Yoanidès, Spiro, Maison Louvre, Pera . . . . .   | Constantinople, Turkey.  |

**Hydraulic Lime**

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

**Importers (General).**

|                                                     |                         |
|-----------------------------------------------------|-------------------------|
| Altendorff, Wright & Darr, Ralli Han 3—10. . .      | Constantinople, Turkey. |
| Amar & Co., S., Validé Sultan Han. . . . .          | » »                     |
| Audi & Frères, S. . . . .                           | Beirut, Turkey.         |
| Cariciopoulo, Marc C., 12 Ibrahim Rifaat Pacha Han. | Constantinople, Turkey. |
| Cherry, Louis D., Importer, 52 S. 60th St. . .      | Philadelphia, U.S.A.    |
| Dobrowolsky & Co. . . . .                           | Salonika, Greece.       |
| Dollinger, J. M. & Dielman, Messadet Han Stamb.     | Constantinople, Turkey. |
| Farwagi & Fils, E. . . . .                          | Jaffa, Turkey.          |
| Haddad, Elias And . . . . .                         | Beirut, »               |
| Hanni, E., Matheo Han No 2 . . . . .                | Constantinople, Turkey. |
| Jaburg Bros., 1 & 3 Worth Str. . . . .              | New York, U.S.A.        |
| Kermektchieff, A. C., . . . . .                     | Sofia, Bulgaria.        |
| Khouri, Farra, G. & A. . . . .                      | Beirut, Turkey.         |
| Koukaz & Zaloom. . . . .                            | » »                     |
| Kuebler, Jona. . . . .                              | Jaffa, Turkey.          |
| C. Laughton & C., 42 Perchembé Bazar, Galata.       | Constantinople, Turkey. |
| Lebet Frères & Co., Germania Han, Stamboul. .       | » »                     |
| Leslie & Co., John E. . . . .                       | Chicago, U.S.A.         |
| Lévy, Juda Gabriel. . . . .                         | Yanina, Greece.         |
| Mossery, Albert. . . . .                            | Salonika, Greece.       |
| Pastene & Co., Inc., P. . . . .                     | New York, U.S.A.        |
| Picciotto & Co., Hillel, . . . . .                  | Aleppo, Turkey.         |
| Rappaport, J. M., 140 Nassau St. . . . .            | New York, U.S.A.        |
| Ruch Jacques, Kenadjian Han . . . . .               | Constantinople, Turkey. |
| Roussso & Danon, Djelal Bey Han, No 18. . .         | Constantinople, Turkey. |
| Saltiel & Mirahi Asma Alti Stamboul . . . . .       | Constantinople, Turkey. |
| Schild P., Xantopoulo Han . . . . .                 | Constantinople, Turkey. |
| Sayegh Frères. . . . .                              | Beirut, Turkey.         |
| Schuep & Co. . . . .                                | Aleppo, Turkey.         |
| Sirgi & Co., M. . . . .                             | Beirut, »               |
| Tennant Sons & Co., C., 100 William St. . . .       | New York, U.S.A.        |
| Trad, P. & M., . . . . .                            | Beirut, Turkey.         |

**Insurance Agents.**

|                                                  |                          |
|--------------------------------------------------|--------------------------|
| Aligranti, Victor, Yeni Han, Sirkedji, Stamboul. | Constantinople, Turkey.  |
| Chamarakis, E. D . . . . .                       | Rethymno, Crete, Greece. |
| Compte-Calix & J.G. Saverio. . . . .             | Constantinople, Turkey.  |
| Eustratiades, Alexandre N. . . . .               | Smyrna, »                |
| Farwagi & Fils, E., . . . . .                    | Jaffa, »                 |
| Fenerdjian, A. M., & Co., St. Pierre Han No 17.  | Constantinople, »        |
| Filipakis, Gé. Is. . . . .                       | Adalia, »                |
| Gelat, Elias Thomas, Fire, Life & Accident. . .  | Jerusalem, »             |
| Ghiolman Bros., Constitution Square. . . . .     | Athens, Greece.          |
| Gresham, Life Assurance Society Ltd The, . . .   | Constantinople, Turkey.  |
| Keller, Theodor E., Mgr. Fulias & Co. . . . .    | Athens, Greece.          |
| Kuebler, Jona. . . . .                           | Jaffa, Turkey.           |

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| Levin, Alter . . . . .                                | Jerusalem, Turkey.      |
| Mitrani Semtov, (The Equitable of New York) . . . . . | Constantinople, Turkey. |
| Molho, Isaac . . . . .                                | Salonika, Greece.       |
| Morpurgo, Moise . . . . .                             | » »                     |
| Panayotoglou, Avraam V., Seraï-Emir. . . . .          | Teheran, Persia.        |
| Philippou, A. . . . .                                 | Janina, Greece.         |
| Prodromides, K. . . . .                               | Mersina, Turkey.        |
| Varbetian, L. & L. . . . .                            | Smyrna, Turkey.         |

### Iron & Steel.

|                                                          |                         |
|----------------------------------------------------------|-------------------------|
| Altitzoglou & Fils, J., Importers . . . . .              | Mersina, Turkey.        |
| Avedissian & Kechichian, Importers . . . . .             | Adana, »                |
| Bedrossian, Aram N., Imp., Kutchuk Millet Han . . . . .  | Constantinople, Turkey. |
| Brazzafolli, Max, Importer . . . . .                     | Mersina, Turkey.        |
| Capayannides, G., Importer . . . . .                     | Trebizond, »            |
| Essayan & Frères, Hagop, Importers . . . . .             | Constantinople, Turkey. |
| Haldéopoulo, N. P., Importer . . . . .                   | Trebizond, Turkey.      |
| Hochstrasser & Co., Importers . . . . .                  | » »                     |
| » » » » . . . . .                                        | Samsoun, »              |
| Navarro, Isaac J., Importer . . . . .                    | Salonika, Greece.       |
| Nemli Zadé Frères, Importers . . . . .                   | Trebizond, Turkey.      |
| Prodromides, K., . . . . .                               | Mersina, »              |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han . . . . . | Constantinople, Turkey. |
| Trussed Concrete Steel Co., Exporters . . . . .          | Detroit, U.S.A.         |
| United States Steel Products Co., Exporters . . . . .    | New York, U.S.A.        |
| Werner, Albert, Importer, Arabian Han, Galata . . . . .  | Constantinople, Turkey. |

### Jewelry.

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

### Kitchen Cabinets.

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

### Laces and Embroideries.

|                                                        |                         |
|--------------------------------------------------------|-------------------------|
| Abdo Bros., George, Exporters . . . . .                | Beirut, Turkey.         |
| Audi & Frères, S., Manufacturers & Exporters . . . . . | » »                     |
| Elias Abu Samra & Fils, Exporters . . . . .            | » »                     |
| Farah, F. G. & S., Mfrs. & Exporters . . . . .         | » »                     |
| Gelat, Elias Thomas, Exporter . . . . .                | Jerusalem, Turkey.      |
| Koukaz & Zaloom, Exporters . . . . .                   | Beirut, Turkey.         |
| Megarbané, G. H., Exporter . . . . .                   | Aintab, »               |
| Roditi, A., Exporter, Turkia Han Stamboul . . . . .    | Constantinople, Turkey. |
| Sadullah, R. Levy & Mandil, Exporters . . . . .        | Constantinople, Turkey. |

### Land Owners.

|                                 |                  |
|---------------------------------|------------------|
| Kouyoumdjian, Khosrov . . . . . | Baghdad, Turkey. |
|---------------------------------|------------------|

### Leather.

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Abdeni & Co., G.G., Importers . . . . .       | Aleppo, Turkey.         |
| Altendorf, Wright & Darr, Importers . . . . . | Constantinople, Turkey. |
| Angel & Co, David, Importers . . . . .        | Salonika, Greece.       |
| Berk, Püttmann & Co., Importers . . . . .     | Baghdad, Turkey.        |

|                                                      |                            |
|------------------------------------------------------|----------------------------|
| Beythoum, Jeboury, Importer. . . . .                 | Beirut, Turkey.            |
| Cofinas, G. N., Importer, 37 Praxiteleus Street.     | Athens, Greece.            |
| Coûteaux, Bernard, Aslan Han, Galata. . . . .        | Constantinople, Turkey.    |
| Coenca Frères, Importers. . . . .                    | Constantinople, Turkey.    |
| Elkiatib, Salim, Importer, Elkiatib Han. . . . .     | » »                        |
| Enriquez, Clemente, Importer. . . . .                | Bagdad, . . . . . »        |
| Eustathopoulo, & Co., N., Importers. . . . .         | Constantinople, »          |
| Féradian, K., Importer, Alyanak Han. . . . .         | » »                        |
| Fils d'Abram Nahman, Importers . . . . .             | Salonika, Greece.          |
| Foerderer, Inc., Robert H., Mfrs. & Exp., Frankford. | Philadelphia, U. S. A.     |
| Fulias & Co., Importers, Omer Abid Han, Galata.      | Constantinople, Turkey.    |
| Haddad, Elias And., Importer. . . . .                | Beirut, Turkey.            |
| Lawrence, A. C., Leather Co. . . . .                 | Boston, Mass., U. S. A.    |
| Lebet Frères & Co., Importers, Germania Han . . .    | Constantinople, Turkey.    |
| Maulwurf, Ed., Importer & Exporter . . . . .         | Salonika, Greece.          |
| Matteosian, Vahan H., Imp., Am. Bible House . .      | Constantinople, Turkey.    |
| Matthews & Co., C. J., Mfrs. & Exporters . . . .     | Philadelphia, U. S. A.     |
| McNeely & Price, Manufacturers and Exporters.        | Philadelphia, U. S. A.     |
| Millioris, François, Importer, Nomico Han. . . .     | Constantinople, Turkey.    |
| Modiano, F., & C. . . . .                            | Smyrna—Salonika.           |
| Muller, Ch. F. Importer, 29 Apollo Street. . . .     | Athens, Greece.            |
| Peristiany & Co, J. Th., Importer. . . . .           | Alexandretta, Turkey.      |
| Pharaon, Issa, Schoucair & Co., Importers . . .      | Beirut, . . . . . »        |
| Roussou & Danon, Importers, Djelal Bey Han. .        | Constantinople, Turkey.    |
| Ruch Jacques, Impr. & Exprs., Kenadjian Han.         | Constantinople, »          |
| Sarantis Frères, Importers. . . . .                  | » »                        |
| Schiaky, V., & Co, Importers & Exporters. . .        | Salonika, Greece.          |
| Schild P., Importers, Xantopoulo Han . . . . .       | Constantinople, Turkey.    |
| Serefas, D., Importer & Exporter. . . . .            | Salonika, Greece.          |
| Sevastopoulo, A. D., Importer . . . . .              | Constantinople, Turkey.    |
| Sirgi, M. & Co., Importer & Exporter. . . . .        | Beirut, Turkey.            |
| Sourlangas Fils, E. N., Importers. . . . .           | Mitylene, Greece.          |
| Sourlangas, Stylianos E., Manufacturer. . . .        | » »                        |
| Stone, Timlow & Co., Manufacturers. . . . .          | Boston, U.S.A.             |
| Tagger, J. H., Importer. . . . .                     | Jaffa & Jerusalem, Turkey. |
| The Commercial Bank of Greece. . . . .               | Athens, Greece.            |
| Vimos Brothers, Importers, 29 Nikis Str. . . .       | » »                        |
| Xanthos, Co., Importer & Exporter. . . . .           | Salonika, Greece.          |

**Licorlee Root.**

|                                                 |                 |
|-------------------------------------------------|-----------------|
| Abdul Kader Pasha El-Khedery, Exporter. . . . . | Bagdad, Turkey. |
| Keun Lavino & Co., Exporters. . . . .           | Smyrna, Turkey. |
| Mc Andrews & Forbes Co., Exporters . . . . .    | Smyrna, »       |
| Mc Andrews & Forbes Co., Exporters. . . . .     | Bagdad, »       |

**Light (in Fire-Proof Buildings).**

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

**Lighting Devices.**

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

**Liniments.**

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

**Linoleum and Oil Cloth.**

|                                                     |                         |
|-----------------------------------------------------|-------------------------|
| Errera & Co., Fils de C. A., Importers. . . . .     | Salonika, Greece.       |
| Lazzaro Franco & Fils. Importers, Stamboul. . . . . | Constantinople, Turkey. |
| Picciotto & Co., Hillel, Importers. . . . .         | Aleppo, Turkey.         |
| Yoanidès, P., Spiro, Maison Louvre, Péra. . . . .   | Constantinople, Turkey. |

**Lithographers.**

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

**Lloyds Agents.**

|                         |                 |
|-------------------------|-----------------|
| Hancock & Wood. . . . . | Patras, Greece. |
|-------------------------|-----------------|

**Locks.**

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

**Locomotives.**

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

**Lozenges.**

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

**Lumber.**

|                                                |                           |
|------------------------------------------------|---------------------------|
| Khoury Farrah, K. & B., Importers . . . . .    | Beirut, Turkey.           |
| Serefas, D., Importer. . . . .                 | Salonika, Greece.         |
| Sirgi, M., & Co., Importers. . . . .           | Beirut, Turkey.           |
| The M. B. Farrin Lumber Co, Exporters. . . . . | Cincinnati, U.S.A.        |
| The Lamb-Fish Lumber Co., Exporters. . . . .   | Charleston, Miss., U.S.A. |

**Machinery.**

|                                                        |                         |
|--------------------------------------------------------|-------------------------|
| Aperguis & Co., N.A., Importer, Bahtiar Han. . . . .   | Constantinople, Turkey. |
| Balladur, Chas. P., Importer. . . . .                  | Smyrna, . . . . . »     |
| Berk, Püttmann & Co., Importers. . . . .               | Bagdad, . . . . . »     |
| Calinder, A., Agent. . . . .                           | Constantinople, »       |
| Chirin, Leon, Importer, Kenadjian, Han. . . . .        | » . . . . . »           |
| Coenca Frères, Importers. . . . .                      | Constantinople, Turkey. |
| Demaras Bros, Importers, 4 Philellinou Street. . . . . | Athens, Greece.         |
| Dizengoff, M., Importer. . . . .                       | Jaffa, Turkey.          |
| Farquhar & Co., A. B., Manufacturers & Exps. . . . .   | New York, U.S.A.        |
| Franghakis, Ant. Ch., Exporter. . . . .                | Aleppo, Turkey.         |
| Fairbanks Co., The, Exporters, . . . . .               | Hamburg, Germany.       |
| C. Laughton & Co., Importers . . . . .                 | Constantinople, Turkey. |
| Loutfalla, Georges, Importer. . . . .                  | Adana, . . . . . »      |
| Lykiardopoulos Fils, A., Importer. . . . .             | Mersina, . . . . . »    |
| Melissinos, Bernard, Importer. . . . .                 | Piraeus, Greece.        |
| Messayeh, Joseph J., Importer. . . . .                 | Bagdad, Turkey.         |
| Slocum, Avram & Slocum, Exporters . . . . .            | New York, U.S.A.        |
| Sprout, Waldron & Co., Exporters. . . . .              | Muncy, Pa., U.S.A.      |
| Vrioni, Pan. D., Importer, 4 Dephes Street. . . . .    | Athens, Greece.         |
| Western Wheeled Scraper Co., Exporters. . . . .        | Aurora, Ill, U.S.A.     |
| Zarifi, L., Importer, Hagopian Han, Galata. . . . .    | Constantinople, Turkey. |

**Machine Tools.**

|                                                   |                         |
|---------------------------------------------------|-------------------------|
| Fairbanks Co., The, Exporters. . . . .            | Hamburg, Germany.       |
| Niles-Bement-Pond Co., Exporters. . . . .         | New York, U.S.A.        |
| Philaretos, C. G., & Co., Importers . . . . .     | Athens, Greece.         |
| Sellars & Co., Inc., William, Exporters . . . . . | Philadelphia, U.S.A.    |
| Werner, Albert, Importer, Arabian Han, Galata.    | Constantinople, Turkey. |

**Maize Oil.**

|                                                |                  |
|------------------------------------------------|------------------|
| Corn Products Refining Co., Mfrs. & Exporters. | New York, U.S.A. |
|------------------------------------------------|------------------|

**Marmelades.**

|                                                  |                 |
|--------------------------------------------------|-----------------|
| Hellenique Wine & Spirit Co., Exporters. . . . . | Athens, Greece. |
|--------------------------------------------------|-----------------|

**Mattresses.**

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

**Mercantile Agencies.**

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

**Merchants (General).**

|                                                   |                        |
|---------------------------------------------------|------------------------|
| Compte-Calix, J., & J. G. Saverio, 7 Rue Tchinar. | Constantinople, Turkey |
| Mouzalas, Basil A. . . . .                        | Mitylene, Greece.      |
| Sourlangas, Stylianos E. . . . .                  | » »                    |
| Vassiliou, Pittacos A. . . . .                    | » »                    |
| Wonckhaus & Co., Robert. . . . .                  | Bagdad, Turkey.        |

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

|                                                  |                         |
|--------------------------------------------------|-------------------------|
| Bedrossian, Aram, N. Importer . . . . .          | Constantinople. Turkey. |
| Capayannides, C., Importer. . . . .              | Trebizond, Turkey.      |
| Demaras Bros, Importers, 4 Philellinou Street. . | Athens, Greece.         |
| Iahiel, Isaac, I. Importer. . . . .              | Salonika, »             |
| Juda & Salmona, Importers. . . . .               | » »                     |
| Haldéopoulo, N. P., Importer. . . . .            | Trebizond, Turkey.      |
| Hanania, Joseph, Importer. . . . .               | Bagdad, »               |
| Jahiel, Isaac J., Importer. . . . .              | Salonika, Greece.       |
| Lebet Frères & Co., Importers, Germania Han.     | Constantinople, Turkey. |
| Navarro, Is. J., Importer. . . . .               | Salonika, Greece.       |
| Philaretos, C. G. & Co., Importers. . . . .      | Athens, »               |
| The Commercial Bank of Greece, Importers, . .    | » »                     |

**Metal Shapes (Pressed).**

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

**Metallic Bedsteads.**

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

**Mills and Milling Machinery.**

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

**Mill Supplies.**

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

**Minerals.**

|                                          |                 |
|------------------------------------------|-----------------|
| Magnifico, E. A., Exporter. . . . .      | Smyrna, Turkey. |
| Jahiel, Isaac J., Exporter . . . . .     | » »             |
| Vafiadachi, M. & A., Exporters . . . . . | » »             |

**Mines.**

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Gulmezian, L., Merkez Rihtim Han Galata . . . | Constantinople, Turkey. |
|-----------------------------------------------|-------------------------|

**Mineral Oils.**

|                                                |                         |
|------------------------------------------------|-------------------------|
| Coûteaux, Bernard, Importer, Aslan Han. . . .  | Constantinople, Turkey. |
| Pharaon, Issa, Schoucair & Co., Importers. . . | Beirut, Turkey.         |

**Mortar Stains.**

|                                              |                      |
|----------------------------------------------|----------------------|
| Pecora Paint Co., Mfrs. & Exporters. . . . . | Philadelphia, U.S.A. |
|----------------------------------------------|----------------------|

**Mother of Pearl.**

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

**Motor Boats and Motors.**

|                                                 |                         |
|-------------------------------------------------|-------------------------|
| Aperguis & Co., N. A., Importers. . . . .       | Constantinople, Turkey. |
| Balladur, Chas. P., Importer, P. O. Box No 161. | Smyrna, . . . »         |
| Calinder, A., Agent . . . . .                   | Constantinople, Turkey. |
| Waterloo Gasoline Engine Co., Manufacturers. .  | Waterloo, Iowa, U.S.A.  |
| Wilcox-McKim Company. . . . .                   | Saginaw, Mich., U.S.A.  |

**Motor Trucks.**

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

**Musical Instruments.**

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

**Nails (Wire).**

|                                                 |                         |
|-------------------------------------------------|-------------------------|
| Essayan & Frères, Hagop, Importers. . . . .     | Constantinople, Turkey. |
| Pharaon, Issa, Schoucair & Co., Importers . . . | Beirut, Syria.          |
| United States Steel Products Co., Exporters . . | New York, U.S.A.        |

**Naval Stores.**

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

**Nuts and Seeds.**

|                                                     |                         |
|-----------------------------------------------------|-------------------------|
| Alexandrides, P. & N., Exporter. . . . .            | Kerassund, Turkey.      |
| Cacoulides, G. N., Exporter. . . . .                | Trebizond, »            |
| Cherry, Louis D., Importer, 52 S. 60th Street. .    | Philadelphia, U. S. A.  |
| Elisha & Frères, Nessim, Exporter. . . . .          | Bagdad, Turkey.         |
| Scialom, Fils de Jacob, Exporters . . . . .         | Salonica, Greece.       |
| Habicht. Braun & Co., Hudson & Laight Strs. .       | New York, U.S.A.        |
| Hadjopoulo, & Sperco, Inc., Impr., 29 Broadway.     | New York, U.S.A.        |
| Haldéopoulo, N. P., Exporter. . . . .               | Trebizond, Turkey.      |
| The Hills Bros. Co., Imps., Beach & Washington Sts. | New York, U.S.A.        |
| Hochstrasser & Co., Exporters. . . . .              | Trebizond, Turkey.      |
| Hochstrasser & Co., Exporters. . . . .              | Samsoun, »              |
| Holstein, Herm. A., Exporter, Allalemdji Han.       | Constantinople, Turkey. |
| Jaburg Bros., 1 & 3 Worth Street, Importers. .      | New York, U.S.A.        |
| Keun Lavino & Co., Exporters . . . . .              | Smyrna, Turkey.         |
| Maghak, Fathalla D., Exporter. . . . .              | Bagdad, »               |

|                                                   |                  |
|---------------------------------------------------|------------------|
| Mahokian, A., Exporter . . . . .                  | Trebizond, »     |
| Manachy, Lorenzo Y., Exporter. . . . .            | Aleppo, »        |
| Pastene & Co., Inc., Importers. . . . .           | New York, U.S.A. |
| Reggio, Abel, Importer, 105, Hudson Street . . .  | New York, U.S.A. |
| Reggio & Co., Ant., Exporters . . . . .           | Smyrna, Turkey.  |
| Spathopoulo Frères, P., Exporters. . . . .        | Kerassund, »     |
| Spencer Importing & Trading Co., Importers . . .  | New York, U.S.A. |
| Tatian, A., Importer, 23 Central St., Room 8. . . | Boston, U. S. A. |
| The Levant Products Trading Co., Impoters. . .    | New York, U.S.A. |
| United Confectioners Supply Company, Importers.   | New York, U.S.A. |
| Warde, Naasan & Co., Exprs., (Apricot Stones).    | Beirut, Turkey.  |

**Office Furniture (Steel).**

|                                                  |                  |
|--------------------------------------------------|------------------|
| The General Fireproofing Co., Exporters. . . . . | New York, U.S.A. |
|--------------------------------------------------|------------------|

**Office Supplies.**

|                                                 |                         |
|-------------------------------------------------|-------------------------|
| Calinder, A., Agent . . . . .                   | Constantinople, Turkey. |
| Papaspyro, Alexander, Importer, Stadium Street. | Athens, Greece.         |

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

|                                                     |                         |
|-----------------------------------------------------|-------------------------|
| Aliferis, G. Importer, 37 Praxiteleus Street. . . . | Athens, Greece.         |
| Audi & Frères, S., Importers . . . . .              | Beirut, Turkey.         |
| Baldwin, Theo. A., Importer . . . . .               | Brusa, »                |
| Brazzafolli, Max, Importer . . . . .                | Mersina, »              |
| Crew-Levick Company, Refiners & Exporters . . .     | Philadelphia, U.S.A.    |
| Demaras Bros, Importers, 4 Philellinou Street. . .  | Athens, Greece.         |
| Frangakis, Ant. Ch., Importer . . . . .             | Aleppo, Turkey.         |
| Juda & Salmona, Importers. . . . .                  | Salonika, Greece.       |
| Loutfalla, Georges, Importer . . . . .              | Adana, Turkey.          |
| Melissinos, Bernard, Importer. . . . .              | Piraeus, Greece.        |
| Millioris, François, Importer. . . . .              | Constantinople, Turkey. |
| Sayegh Frères, Importers. . . . .                   | Beirut, . . . . . »     |
| Tasartez & Barzilaï, Impr., Tohafdji Han, Stamboul. | Constantinople, Turkey. |
| Vacum Oil Co., Agency . . . . .                     | Jaffa, Turkey.          |
| » » » » . . . . .                                   | Beirut, »               |
| Standard Oil Company of New York . . . . .          | Constantinople, Turkey. |
| Vafiades, V., Importer . . . . .                    | Trebizond, . . . . . »  |
| Werner, Albert, Importer, Arabian Han, Galata.      | Constantinople, »       |
| Zarifi, L., Importer, Agopian Han, Galata. . . . .  | » »                     |

**Oils Sulphite.**

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

**Oil Tank Trucks.**

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

**Oleo Oil.**

|                                                     |                                     |
|-----------------------------------------------------|-------------------------------------|
| Amar & Co., S., Importers, Validé Sultan Han. . . . | Constantinople, Turkey.             |
| Brazzafolli, Max, Importer . . . . .                | Mersina, . . . . . »                |
| Cariciopoulo, Marc C., Importer. . . . .            | Constantinople, »                   |
| Coenca Frères, Importers. . . . .                   | Constantinople, Turkey &<br>Vienna. |
| Eustathopoulo, Nap., & Co., Importers. . . . .      | Constantinople, Turkey.             |

|                                                       |                         |
|-------------------------------------------------------|-------------------------|
| Féradian, K., Importer, Alyanak Han, 14-15. . . . .   | Constantinople, Turkey. |
| Frankfort, M., Exporter, Produce Exchange. . . . .    | New York U.S.A.         |
| Fulias & Co., Importers, Omer Abid Han, Galata.       | Constantinople, Turkey. |
| Frost & Cundill, Inc., Exporters, 64 Wall Street.     | New York, U.S.A.        |
| Hammer & Hirzel, Importers. . . . .                   | » »                     |
| Juda & Salmona, Importers. . . . .                    | Salonika, Greece.       |
| Klonski, A. H., Importer . . . . .                    | Hebron, Turkey.         |
| Millioris, François, Importer. . . . .                | Constantinople, Turkey. |
| Molho, Isaac, Importer. . . . .                       | Salonika, Greece.       |
| Navarro, Em. Is., Importers . . . . .                 | » »                     |
| Pharaon, Issa, Schoucair & Co., Importers. . . . .    | Beirut, Turkey.         |
| Prodromides, K., Importer. . . . .                    | Mersina, »              |
| Rouso & Damon, Importers. . . . .                     | Constantinople, Turkey. |
| Sarantis Frères, Importers. . . . .                   | » »                     |
| Schiaky, V. & Co., Importers. . . . .                 | Salonika, Greece.       |
| Slocum, Avram & Slocum, Exporters. . . . .            | New York, U.S.A.        |
| Sourlangas Fils, E. N., Importer . . . . .            | Mitylene, Greece.       |
| Tasartez & Barzilaï, Importers, Tohafdji Han. . . . . | Constantinople, Turkey. |
| Tiano, Henri, Importer . . . . .                      | Salonika, Greece.       |
| Xanthos, C., Importer. . . . .                        | » »                     |
| Zarifi, L., Importer, Agopian Han, Galata . . . . .   | Constantinople, Turkey. |
| Zelvéian, M. & K. S., Importers . . . . .             | Mersina, . . . »        |

#### **Olive Oil for eating and lubrication.**

|                                               |                 |
|-----------------------------------------------|-----------------|
| Barff, P. G. & Co., Importers. . . . .        | Smyrna, Turkey. |
| Damianos N. D. P. O. B. 23 Exporters. . . . . | Athens, Greece. |

#### **Olives and Olive Oil.**

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

#### **Opium.**

|                                                     |                         |
|-----------------------------------------------------|-------------------------|
| Fidao & Co., F., Exporters. . . . .                 | Smyrna, . . . Turkey.   |
| Gulbenkian Bros. & Co., Exporters. . . . .          | Constantinople, »       |
| Holstein, Herm. A., Exporter, Allalemdji Han.       | » »                     |
| Ihmsen & Co., Exporters, Rue Findjandjilar. . . . . | » »                     |
| Kheun Lavino, & Co., Exporters. . . . .             | Smyrna, Turkey.         |
| Megarbané Habib & Fils, Exporters. . . . .          | Aleppo, . . . »         |
| Rappaport. J. M., Importer, 140 Nassau Street.      | New York. U. S. A.      |
| Lane, R. W., Exporter. . . . .                      | Smyrna, Turkey.         |
| Reggio & Co., Ant., Exporters. . . . .              | » »                     |
| Scialom & Co., Albert, Exporters . . . . .          | Salonika, »             |
| Scialom, Fils de Jacob, Exporters. . . . .          | » »                     |
| Topuz, Jean A., Exporter. . . . .                   | » »                     |
| Vogel Konorad, Exprs., Buyuk Yeni Han Stamb.        | Constantinople, Turkey. |

#### **Oranges.**

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Arabian, H. A., Exporter, Moustafa Pacha Han. | Constantinople, Turkey. |
|-----------------------------------------------|-------------------------|

#### **Otto of Roses.**

|                                                     |                         |
|-----------------------------------------------------|-------------------------|
| Holstein, Herm. A., Exporter, Allalemdji Han.       | Constantinople, Turkey. |
| Ihmsen & Co., Exporters, Rue Findjandjilar. . . . . | » »                     |



**Paints, Enamels and Varnishes.**

Buffalo Specialty Co., Exporters. . . . . Buffalo, N.Y., U.S.A.  
 Pecora Paint Co., Mfrs. & Exp., 4th & Venango Sts. Philadelphia, U.S.A.

**Paper.**

Schapira, J. M., Importer, 21 Colecotroni Street. Athens, Greece.

**Petroleum.**

Crew-Levick Co., Refiners & Producers . . . . . Philadelphia, U.S.A.  
 Florian, R., Mgr. Romano-Americana. . . . . Bucharest, Roumania.  
 Lykiardopoulos Fils, A., Importers. . . . . Mersina, Turkey.  
 Philippou, A., Importer . . . . . Yanina, Greece.  
 Saltiel & Mizrahi, Importers, 37 Asma Alti . . . . . Constantinople, Turkey.  
 Standard Oil Co., Exporters . . . . . Constantinople, Turkey.  
 Vacuum Oil Co., Exporters . . . . . Rochester, N.Y. U.S.A.  
 » » » Importers. . . . . Beirut, Turkey.  
 » » » » . . . . . Jaffa, »

**Pitch.**

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

**Physicians and Dentists.**

Brautman, Sylvan, Physician and Dentist. . . . Salonika, Greece.  
 Yoanides, Prof. Doctor Christaki . . . . . Constantinople, Turkey.

**Pianos, Piano Players.**

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

**Pistachio Nuts.**

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

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

United States Steel Products Co., Exporters. . . New York U.S.A.  
 Werner, Albert, Importer, Arabian Han, Galata. Constantinople, Turkey.

**Pipe Tools.**

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

**Playing Cards.**

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

**Poppy Seeds.**

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

**Printers and Bookbinders Material and Machinery.**

Mateossian, Vahan H., Imp., Am. Bible House. . . Constantinople, Turkey.  
 American Press, The, Importers. . . . . Beirut, Turkey.  
 Mann Co., Wm, Exporters, 529 Market Street. . Philadelphia, U.S.A.  
 Zellich Frères, Rue Yazidji, Péra . . . . . Constantinople, Turkey.

**Printing Paper.**

Hammer & Hirzel, Improrters. . . . . Constantinople, Turkey.  
 Matteosian, V. H., Imp., American Bible House. » »  
 Sarantis Frères, Importers. . . . . » »  
 Zellich Frères, Rue Yazidji, Péra . . . . . Constantinople, Turkey.

**Publishers.**

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

**Pulleys and Pressed Metal Shapes.**

American Pulley Co., The, Mfrs. & Exporters,  
29th & Bristol Street. . . . . Philadelphia, U.S.A.

**Pumps.**

Avedissian & Ketchian, Importers. . . . . Adana. »  
Flint & Walling Mfg. Co., Exporters. . . . . Kendalville, Ind., U.S.A.  
Franghakis, Ant. Ch., Importer. . . . . Aleppo, . . . Turkey.  
Loutfalla, George, Importer. . . . . Adana, . . . »  
Melissinos, Bernard, Importer. . . . . Piræus, Greece.  
Rumsey & Co., Exporters. . . . . Seneca Falls, N.Y., U.S.A.  
Southwark Foundry & Machine Co., Exporters . Philadelphia, U.S.A.

**Railroad Repair Shop Equipment.**

Niles-Bement-Pond Company, Exporters. . . . . New York, U.S.A.

**Railway Material.**

Baldwin Locomotive Works, Mfrs. & Exporters. Philadelphia, U.S.A.  
Brill Co., The G. J., Mfrs. & Exporters. . . . . Philadelphia, U. S. A.  
Essayan & Frères, Hagop, Importers. . . . . Constantinople, Turkey.  
Standard Steel Works Co., Exporters. . . . . Philadelphia, U. S. A.  
United States Steel Products Co., Mfrs. & Exp., New York, U.S.A.  
Werner, Albert, Importer, Arabian Han, Gala'a. Constantinople, Turkey.

**Raisins (Sultana).**

Fidao, F. & Co., Exporters. . . . . Smyrna, Turkey.

**Razors & Blades.**

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

**Road Making Machinery.**

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

**Roofing.**

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

**Rubber Goods.**

Hindié Frères, Importers. . . . . Aleppo, . . . »  
Orosdi-Back, Etablissements, Importers. . . . . Constantinople, »  
Quaker City Rubber Co., Mfrs. & Exporters. . . Philadelphia, U.S.A.  
Sevastopulo, A. D., Importers . . . . . Constantinople, Turkey.  
Varbetian, L. & L., Importers . . . . . Smyrna, . . . »

**Safes.**

Audi & Frères, S., Importers. . . . . Beirut, Turkey.  
Frangakis, Ant. Ch., Importer . . . . . Aleppo, Turkey.  
York Safe & Lock Co., Mfrs. & Exporters . . . New York, U.S.A.

**Saffron.**

Scialom & Co., Albert, Exporter . . . . . Salonika, Greece.

**Saw Mill Machinery.**

Barquhar, & Co., A. B., Exporters . . . . . New York, U.S.A.

**Scales**

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

**Sesame Seed.**

Eozadjian, Mihran, Exporter. . . . . Adana, Turkey.  
 Frustratiades, Alex. N., Exporter. . . . . Smyrna, »  
 Filipakis, George Is., Exporter . . . . . Adalia, Turkey.  
 Simeonoglou, Aristidès, Exporter. . . . . Adana, »

**Sesame Seed Oil.**

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

**Sewing Machines.**

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

**Shipping & Shipping Agents.**

Achaia S. S. Co. . . . . Patras, Greece.  
 Alevra, D. G. . . . . Smyrna, . . . . Turkey.  
 Aligranti, Victor, Yeni Han, Sirkedji, Stamboul. Constantinople, »  
 Archipelago American Steamship Co. . . . . Beirut, . . . . »  
 » » » » . . . . . Constantinople, »  
 » » » » . . . . . Smyrna, . . . . »  
 Artus, Jean . . . . . Mersina, . . . . »  
 Barff, P. G. & Co . . . . . Smyrna, Turkey.  
 Chamarakis, E. D. . . . . Rethymno, Crete, Greece.  
 Chariatis, D. T., . . . . . Salonika, Greece.  
 Citterich, V. . . . . » »  
 Curmusi, Theo. N. (Austro-Americana & Achaia) Constantinople, Turkey.  
 Eliades & Mòuka, . . . . . Smyrna, . . . . »  
 Farwagi, E., & Fils. . . . . Jaffa, . . . . »  
 Fenerdjian, A. M., & Co., St. Pierre Han, Galata. Constantinople, »  
 Filipakis, George Is. . . . . Adalia, . . . . »  
 "Gradiwo" Société Commerciale par Actions. . Varna, Bulgaria.  
 Canchi Fratelli. . . . . Salonika, Greece.  
 Ghiolman Bros., Constitution Square. . . . . Athens, »  
 Hancock & Wood. . . . . Patras, Greece.  
 Hochstrasser & Co. . . . . Trebizond, Turkey.  
 » » . . . . . Samsoun, »  
 Keller, Theodor E., Mgr. of Fulias & Co. . . . . Athens, Greece.  
 Keubler, Jona. . . . . Jaffa, Turkey.  
 Khouri, Farra, G. & A. . . . . Beirut, Turkey.

|                                                 |                         |
|-------------------------------------------------|-------------------------|
| C. Laughton & Co., 42 Perchembé Bazar, Galata.  | Constantinople, Turkey. |
| Levante-Kontor, G. m. b. H., Tchিনি Rihtim Han. | » »                     |
| Maulwurf, Ed., J. . . . .                       | Salonika, Greece.       |
| Molho, Isaac. . . . .                           | » »                     |
| Philippou, A. . . . .                           | Yanina, »               |
| Phostiropoulo Frères . . . . .                  | Trebizond, Turkey.      |
| Reppen, Theo., Arabian Han, Galata . . . . .    | Constantinople, Turkey. |
| Rouso & Danon, Djelal Bey Han . . . . .         | Constantinople, Turkey. |
| Theodoridi & Co., . . . . .                     | Braila, Roumania.       |
| Vuccino, Camille, Merkez Richtim Han, Galata.   | Constantinople. Turkey. |
| Wönckhaus & Co., Robert. . . . .                | Bagdad, »               |

### Shipyard Machinery.

|                                               |                    |
|-----------------------------------------------|--------------------|
| Niles-Bement-Pond Company, Exporters. . . . . | New York, U. S. A. |
|-----------------------------------------------|--------------------|

### Shoe Polish (Polishing Sets, etc.).

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

### Silicate of Soda & Heavy Chemicals.

|                                                    |                        |
|----------------------------------------------------|------------------------|
| Philadelphia Quartz Co., Exporters, 121 S. 3rd St. | Philadelphia, U. S. A. |
|----------------------------------------------------|------------------------|

### Silk.

|                                                    |                         |
|----------------------------------------------------|-------------------------|
| Belart Lanz, F., Exporter, Ihsan Bey Han . . . . . | Constantinople, Turkey. |
| Fulias & Co., Exporters, Omer Abid Han, Galata.    | » »                     |

### Silk Goods.

|                                                   |                         |
|---------------------------------------------------|-------------------------|
| Maghak, Fathalla D., Importer . . . . .           | Bagdad, Turkey.         |
| Mosseri, Albert, Importer. . . . .                | Salonika, Greece.       |
| Hanni, E. Exporters Matheo Han Stamboul . . . . . | Constantinople, Turkey. |

### Silver Ware.

|                                                                                                                      |                         |
|----------------------------------------------------------------------------------------------------------------------|-------------------------|
| Kroubalkian, K. Impr. "Sole Agent for Turkey"<br>"Reed and Barton of New York," Grand<br>Tunnel Han Galata . . . . . | Constantinople, Turkey. |
| Melki & Menassah, Importers. . . . .                                                                                 | Beirut, Turkey.         |

### Skins, Hides and Furs.

|                                                      |                   |
|------------------------------------------------------|-------------------|
| Abdul Kader Pacha El-Khedery, Exporter. . . . .      | Baghdad, Turkey.  |
| Arsen & Co., Exporters, Gulbenkian Han. . . . .      | Constantinople, » |
| Austro-Oriental Trading Co., Ltd, Exporters. . . . . | Bagdad, »         |
| Berk, Püttmann & Co., Exporters. . . . .             | » »               |
| Beythoum, Jeboury, Exporter. . . . .                 | » »               |
| Blattner, Andrew. . . . .                            | Constantinople, » |
| Coenca Frères, Exporters. . . . .                    | Constantinople, » |
| Essefian, Parsegh G., Exporter . . . . .             | » »               |
| Fresco, Fils d'Aslan, Exporters . . . . .            | » »               |
| Gelat, Elias Thomas, Exporter (Sheep & Goat).        | Jerusalem. »      |
| Hanania, Joppeh, Exporter. . . . .                   | Bagdad, »         |
| Hecht, Emil, Imp. & Exp., Khorassandji Han . . . . . | Constantinople, » |
| Ihmsen & Co., Rue Findjandjilar, Stamboul. . . . .   | » »               |
| Kevork Skender, K. & D., Exporters . . . . .         | Bagdad, »         |
| Klonski, A. H., Exporter. . . . .                    | Hebron, »         |
| Mahokian, A., Exporter . . . . .                     | Trebizond, »      |
| Maissa, M. G., Exporter. . . . .                     | Salonika, Greece. |
| Manuelian & Co. H., Exporters. . . . .               | Mersina, Turkey.  |
| Maulwurf, Ed., Exporter. . . . .                     | Salonika, Greece  |

|                                                 |                         |
|-------------------------------------------------|-------------------------|
| Messayeh, Joseph J, Exporter. . . . .           | Bagdad, Turkey.         |
| Nemli Zadé Frères, Exporters. . . . .           | Trebizond, Turkey.      |
| Rappaport, J. M., Importer, 140 Nassau Street.  | New York, U. S. A.      |
| Roditi A., Exporter, Turkia Han . . . . .       | Constantinople, Turkey. |
| Ruch Jacques, Exporters Kenadjian Han . . . .   | Constantinople, Turkey. |
| Serefas, D., Exporter. . . . .                  | Salonika, Greece.       |
| Sarfati, S. Joseph, Exporter, Germania Han . .  | Constantinople, Turkey. |
| Sasoon & Co., David, Exporters. . . . .         | Baghdad, »              |
| Schamasch, Gourgie & Co., Exporters. . . . .    | » »                     |
| Stone, Timlow & Co., Importers. . . . .         | Boston, U. S. A.        |
| Tagger, J. H., Importer & Exporter. . . . .     | Jaffa & Jerusalem, »    |
| Tatian, A., Importer, 23 Central St., Room 8. . | Boston, U. S. A.        |
| Xanthos, C., Exporter. . . . .                  | Salonika, Greece.       |

**Soap.**

|                                                  |                         |
|--------------------------------------------------|-------------------------|
| Bensussan, Fils de Samuel J., Importers. . . .   | Salonika, Greece.       |
| Louisville Cotton Oil Co., Mfrs. & Exporters. .  | Louisville, Ky., U.S.A. |
| Modiano Frères & Fils, Isaac, Importers . . . .  | Salonika, Greece.       |
| Procter & Gamble Co., Manufacturers & Exporters. | Cincinnati, U.S.A.      |
| Vimos Brothers, Importers, 29 Nikis Street. . .  | Athens, Greece.         |

**Starch.**

|                                                                        |                   |
|------------------------------------------------------------------------|-------------------|
| Corn Products Refining Co., National Starch Co.,<br>Exporters. . . . . | New York, U.S.A.  |
| Errera, Isaac G. Importer. . . . .                                     | Salonika, Greece. |
| Fils d'Abram Nahman, Importers. . . . .                                | » »               |
| Modiano, F., & Company. . . . .                                        | Smyrna—Salonika.  |

**Stationery.**

|                                                  |                         |
|--------------------------------------------------|-------------------------|
| Calinder, A., Representative . . . . .           | Constantinople, Turkey. |
| Errera & Co., Ltd, Fils de G. A., Importers. . . | Salonika, Greece.       |
| Hassid & Co., A. M., Importers. . . . .          | » »                     |
| Mann Co., Wm., Exporters, 529 Market St. . . .   | Philadelphia, U.S.A.    |
| Matteosian, V.H., Import., American Bible House. | Constantinople, Turkey. |
| Modiano, Frères & Fils, Isaac, Importers. . . .  | Salonika, Greece.       |
| Siev Bros., Importers . . . . .                  | Jerusalem, Turkey.      |
| Zellich Frères, Galata . . . . .                 | Constantinople, Turkey. |

**Stone Handling Machinery.**

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

**Sugar.**

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

**Surgeons Instruments.**

|                                    |                 |
|------------------------------------|-----------------|
| Baroody, Mourad, Importer. . . . . | Beirut, Turkey. |
|------------------------------------|-----------------|

**Suit Hangers.**

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

**Tanning Materials.**

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

**Tarpaulins.**

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Sevastopoulo, A. D., Importer, Kutchuk Millet | Constantinople, Turkey. |
|-----------------------------------------------|-------------------------|

**Telephone Supplies.**

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

**Timber.**

|                                                    |                 |
|----------------------------------------------------|-----------------|
| The Commercial Bank of Greece, Importers . . . . . | Athens, Greece. |
|----------------------------------------------------|-----------------|

**Tobacco.**

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Adamopoulo, A. C., Exporter. . . . .                    | Smyrna, Turkey.         |
| American Tobacco Co., Exporters. . . . .                | Smyrna »                |
| Coenca Frères, Exporters. . . . .                       | Constantinople, Turkey. |
| Eustratiades, Alex. N., Exporter. . . . .               | Smyrna Turkey.          |
| Herzog & Co., M. L., Exporters. . . . .                 | Cavalla, Greece.        |
| Macedonian Tobacco Co., The, Exporters . . . . .        | » »                     |
| Mayer & Co., N., Exporters. . . . .                     | » »                     |
| Oriental Tobacco Trading Co., Exporters. . . . .        | Salonika, »             |
| Pirocacco, Christo, Exporter . . . . .                  | Smyrna, Turkey.         |
| Saltiel & Mizrahi, Exporters, 37 Asma Alti . . . . .    | Constantinople, Turkey. |
| Schinasi Bros., Exporters . . . . .                     | Cavalla, Greece.        |
| Serefas, Dim., Exporter. . . . .                        | Salonika, Greece.       |
| Tatian, A., Importer, 23. Central St., Room 8 . . . . . | Boston, U.S.A.          |
| The Turkish Tobacco Export Co., Exporters. . . . .      | Salonika, Grèce.        |
| The Levant Products Trading Co., Importers. . . . .     | New York, U. S. A.      |

**Toilet Specialities and Preparations.**

|                                    |                 |
|------------------------------------|-----------------|
| Baroody, Mourad, Importer. . . . . | Beirut, Turkey. |
|------------------------------------|-----------------|

**Tools.**

|                                                             |                      |
|-------------------------------------------------------------|----------------------|
| Disston & Sons, Henry, Mfrs. & Exps., P.O. B. 1537. . . . . | Philadelphia, U.S.A. |
| Mc Caffrey File Co., 5th & Berk Sts, Exporters . . . . .    | Philadelphia, U.S.A. |
| The Fairbanks Company, Exporters, Freihafen. . . . .        | Hamburg, Germany.    |

**Tooth Powder.**

|                                                          |                  |
|----------------------------------------------------------|------------------|
| Curtis Brown Mfg. Co., Exprs., 215-17 Fulton St. . . . . | New York, U.S.A. |
|----------------------------------------------------------|------------------|

**Travel Bureau.**

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

**Typewriters and Supplies.**

|                                                                                                           |                        |
|-----------------------------------------------------------------------------------------------------------|------------------------|
| Abramovitz, Leon P., Importer . . . . .                                                                   | Bucharest, Roumania.   |
| Cofinas, G. N., (Agts for Greece "Royal Typewriter Co »), 37 Praxiteleus Street. . . . .                  | Athens, Greece.        |
| Hammond Typewriter Co., Exporters . . . . .                                                               | New York, U. S. A.     |
| Kroubalkian, K, Sole Agent for Turkey "Royal Typewriter Co." & Depositor Grand Tunnel Han Galata. . . . . | Constantinople, Turkey |
| Lambichi, M. E., Importer. . . . .                                                                        | Smyrna, Turkey.        |
| Monarch Visible Typewriter Co., Exporters. . . . .                                                        | New York, U.S.A.       |
| Papaspyro, Alexander, Importer, Stadium Street. . . . .                                                   | Athens, Greece.        |
| Remington Typewriter Co., Exporters . . . . .                                                             | New York, U.S.A.       |
| Spike, Clarence H., Exporter 2d Hand Machines. . . . .                                                    | Boston, U. S. A.       |

**Umbrellas.**

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

**Undertakers.**

Rubin, Samuel. . . . . Jerusalem, Turkey.

**Valves and Gates.**

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

**Varnish.**

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

**Vegetables (Dried.)**

Hadjopoulos & Sperco, Inc., Impr., 29 Broadway. New York, U.S.A.

**Ventilation (in Fire-Proof Buildings.)**

David Lupton's Sons Co., Exporters. . . . . Philadelphia, U.S.A.

**Watches.**

Keystone Watch Case Co., Exprs, Pickhuben. . Hamburg, Germany.

**Waterproofing Materials.**

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

**Wind Mills.**

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

**Wines and Liquors.**

Audi & Frères, S., Importers. . . . . Beirut, Turkey.  
Barbaresso Brothers, Mfrs. & Exporters. . . . Piræus, Greece.  
Bedrossian, Aram N., Importer. . . . . Constantinople, Turkey.  
Cambas, André P., Exporter. . . . . Athens, Greece.  
Cofinas, G. N., Importer, 37 Praxiteleus Street. » »  
Enriquez, Clemente, Importer. . . . . Bagdad, Turkey.  
Hellenique Wine & Spirit Co., Exporters. . . . Athens, Greece.  
Metaxa, S. & E. & A., Mfrs. & Exporters. . . . Piræus, »  
Pastene & Co., Inc., P., Importer . . . . . New York, U.S.A.  
Pouris, Demosthenes, Mfrs. & Exporter . . . . Piræus, Greece.  
Reggio & Co., Ant., Importers. . . . . Smyrna, Turkey.  
Sadullah, Robert Levy & Mandil, Importers . . Constantinople, Turkey.  
Schamasch, Gourgie & Co., Importers. . . . . Bagdad, Turkey.  
Rotschild, Zalel, Importer & Exporter . . . . . Jerusalem, Turkey.

**Wire (barbed, plain, etc.).**

United States Steel Products Co., Exporters . . New York, U.S.A.

**Wool and Mohair.**

Abdul Kader Pasha El-Khedery, Exporter . . . Bagdad, Turkey.  
Arsen & Co., A. G., Exp., Gulbenkian Han . . Constantinople, Turkey.  
Asfar & Co., Pressing Factory and Exporters. . . Bagdad, . . . »  
Austro-Oriental Trading Co. Ltd., Exporters. . . » »

|                                                   |                         |
|---------------------------------------------------|-------------------------|
| Berk, Püttmann & Co., Exporters. . . . .          | Bagdad, Turkey.         |
| Elisha & Frères, Nessim, Exporters . . . . .      | Bagdad, »               |
| Fidao, F. & Co., Exporters . . . . .              | Smyrna, »               |
| Fresco, Fils d'Aslan, Exporters, Manoukian Han.   | Constantinople, Turkey. |
| Gulbenkian Bros. & Co., Exporters, Stamboul. .    | » »                     |
| Hadjopoulos, & Sperco, Inc., Importers. . . . .   | New York, U.S.A.        |
| Hecht, Emil, Exporter, Angora Han, Stamboul .     | Constantinople, Turkey. |
| Hindié, Elias, Exporter. . . . .                  | Aleppo, Turkey.         |
| Holstein, Herm. A., Exporter, Allalemdji Han.     | Constantinople, Turkey. |
| Ihmsen & Co., Exporters, Rue Findjandjilar. . .   | » »                     |
| Jeboury, Beythoum, Exporters . . . . .            | Bagdad, Turkey.         |
| Kevork Skender, K. & D., Exporters . . . . .      | Bagdad, »               |
| Klonsky, A. H., Exporter . . . . .                | Hebron, »               |
| Marcopoli & Co., V., Exporters . . . . .          | Alexandretta, Turkey.   |
| Manachy, Lorenzo Y., Exporter. . . . .            | Aleppo, Turkey.         |
| Manuelian, H., & Co., Exporters. . . . .          | Mersina, »              |
| Maulwurf, E., Exporters . . . . .                 | Salonika, Greece.       |
| Mégarbané & Fils, Habib, Exporters. . . . .       | Aleppo, Turkey.         |
| Mosseri, Albert, Exporter. . . . .                | Salonika, Greece.       |
| Muller, Ch., F., Importer, 29 Apollo Street . . . | Athens, »               |
| Obégi & Co., Charles., Exporters. . . . .         | Aintab, Turkey.         |
| Oriental Skin Co., Exporters, Khorassandji Han.   | Constantinople, Turkey. |
| Rappaport, J. M., Importer, 140 Nassau Street .   | New York, U.S.A.        |
| Roditti, A., Exporters, Turkia Han Stamboul . .   | Constantinople, Turkey. |
| Sarfati, Barouh, Exporter. . . . .                | Salonika, Greece.       |
| Sasoon & Co., Ltd., David, Exporters. . . . .     | Bagdad, Turkey.         |
| Schamasch, Gourgie, & Co., Exporters . . . . .    | » »                     |
| Serefas, D., Exporter. . . . .                    | Salonika, Greece.       |
| Stone, Timlow & Co., Importers. . . . .           | Boston, U.S.A.          |
| Tagger, J. H., Exporters . . . . .                | Jaffa & Jerusalem.      |
| Tatian A., Importer, 23 Central St., Room 8. . .  | Boston, U.S.A.          |
| Vimos Brothers, 29 Nikis Street. . . . .          | Athens, Greece.         |
| Warde, Naasan & Co., Exporters. . . . .           | Beirut, Turkey.         |
| Zelvéian, M. & K. S., Exporters . . . . .         | Mersina, »              |

### Woollen Goods.

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

### Woven Wire and Spiral Springs.

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



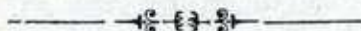


**Individual Members.**

|                                                                           |                          |
|---------------------------------------------------------------------------|--------------------------|
| Aaronsohn, Aaron, Agric. Experiment Station . . .                         | Haifa, Turkey.           |
| Barbaresso, Sp., Manufacturers . . . . .                                  | Piræus Greece.           |
| Bishop, Harold E., The Standard Oil Co. . . . .                           | Alexandretta, Turkey.    |
| Brown, J. Wylie, 38, 39 Minerva Han, Galata . . .                         | Constantinople, »        |
| Charalambis, N. M., . . . . .                                             | Piræus, Greece.          |
| Damon, Theron J., Journalist . . . . .                                    | Constantinople, Turkey.  |
| Davis, D. Alton, Sec'y Y. M. C. A., . . . . .                             | » »                      |
| Doucarelis, Aristides M. . . . .                                          | Mitylene, Greece.        |
| Efstratiou, Apostolos, English Stores Proprietor .                        | » »                      |
| Eulambios, N., c/o National Bank of Greece. . .                           | Athens, »                |
| Gulmezian L., Legal adviser c/o Standard Oil Co.<br>of New York . . . . . | Constantinople, Turkey.  |
| Heizer, Oscar S., American Consular Service . .                           | Constantinople, Turkey.  |
| Hecks, Lewis, American Embassy . . . . .                                  | Constantinople, Turkey.  |
| Hodge Hill, Bert, American School of Classified<br>Studies. . . . .       | Athens, »                |
| Jackson, Jesse B., American Consular Service. .                           | Aleppo, Turkey.          |
| Jewett, Milo A., American Consular Service. . .                           | Kehl, Baden, Germany.    |
| Judelsohn, Montefiore, American Consular Service.                         | Constantinople, Turkey.  |
| Lapin, Aaron. . . . .                                                     | Jaffa, Turkey.           |
| Lapin & Hurwitz . . . . .                                                 | » »                      |
| Memminger, Lucien, American Consular Service.                             | Madras, India.           |
| Melaxa, A., . . . . .                                                     | Piræus, Greece.          |
| Montgomery G. R., American Embassy. . . . .                               | Constantinople, Turkey.  |
| Nathan, Edward I., American Consular Service .                            | Mersina, Turkey.         |
| Odell, Ralph, M., U. S. Commercial Agent. . .                             | Washington, D.C., U.S.A. |
| Papafrango, Sp., c/o National Bank of Greece. .                           | Athens, Greece.          |
| Peet, W.W., Treasurer, American Missions . . .                            | Constantinople, Turkey.  |
| Ravndal, G. Bie, American Consular Service . .                            | » »                      |
| Retsina, Athanas, Manufactures. . . . .                                   | Athens, Greece.          |
| Richarz, C., American Consular Service, . . . .                           | Bagdad, Turkey.          |
| Supplee, Wm. W., 4102 Walnut St. . . . .                                  | Philadelphia, U. S. A.   |
| Thomas, Lucien Irving, Standard Oil Co. . . . .                           | Constantinople, Turkey.  |
| Walker, Archibald, J., Standard Oil Co. . . . .                           | Sofia, Bulgaria.         |
| Weddell, Alexand., W., American Consular Service.                         | Athens, Greece.          |
| Whitehouse, Sheldon, Sec. American Legation.                              | » »                      |
| Wolfe, Archibald J., 6 St. Charles Place. . . .                           | Brooklyn, N.Y., U. S. A. |

## Summary of Members by District.

|                          |     |                                  |     |
|--------------------------|-----|----------------------------------|-----|
| Adalia . . . . .         | 1   | Kerasund. . . . .                | 2   |
| Adana. . . . .           | 2   | Konia . . . . .                  | 1   |
| Aden . . . . .           | 2   | Mersina . . . . .                | 10  |
| Aintab. . . . .          | 2   | Mitylene. . . . .                | 7   |
| Aleppo. . . . .          | 10  | Patras. . . . .                  | 6   |
| Alexandretta. . . . .    | 4   | Persia. . . . .                  | 1   |
| Athens . . . . .         | 36  | Piræus . . . . .                 | 8   |
| Austria . . . . .        | 2   | Roumania . . . . .               | 3   |
| Bagdad . . . . .         | 22  | Salonika. . . . .                | 45  |
| Beirut. . . . .          | 30  | Samsoun. . . . .                 | 2   |
| Bassorah. . . . .        | 3   | Smyrna . . . . .                 | 40  |
| Brusa . . . . .          | 1   | Tarsus. . . . .                  | 1   |
| Bulgaria . . . . .       | 6   | Trebizond . . . . .              | 11  |
| Cavalla . . . . .        | 4   | United States of America . . . . | 126 |
| Constantinople . . . . . | 120 | Volo. . . . .                    | 1   |
| Crete . . . . .          | 2   | Yanina . . . . .                 | 2   |
| Germany. . . . .         | 3   | Other nations. . . . .           | 36  |
| Palestine . . . . .      | 22  | Total. . . . .                   | 576 |



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

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

