

## FOREWORD

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**W**ITHIN the last decade the State Department at Washington, under the efficient administration of Honorable Wilbur J. Carr, Director of the American Consular Service, has initiated and made operative many practical plans for the extension of American foreign commerce.

Pursuant to the general policy of foreign trade enlargement, our consular officials have been requested by Director Carr, to, while on their home vacations, visit as many commercial centers as possible, and through interviews and addresses, advise business men and organizations of market requirements and prospects abroad.

In this connection THE NATIONAL BUSINESS LEAGUE OF AMERICA presents and heartily commends an instructive address by Honorable Gabriel Bie Ravndal, American Consul-General at Constantinople, and honorary President of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

The address—historical, statistical and advisory—by an able consular official of long experience, should prove to be of distinct value to American exporting interests seeking profitable trade relations in the promising fields of the Near East.



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# American Trade Relations with the Near East

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Address by HONORABLE GABRIEL BIE RAVNDAL, American  
Consul-General at Constantinople, Turkey

*Mr. President and Members of The National Business League of  
America:*

I would divide my address into two sections, and offer first some remarks on the general development of the Near East, and then refer more particularly to American relations with this development.

## I.

**T**wo salient facts of the fifteenth century were the discovery of America by Columbus and the conquest of Constantinople by the Turks.

America's discovery, following in the heels of the discovery of a sea route to India, drew the attention of the world westward, and the countries of the Mediterranean which had constituted the world's stage for centuries drifted into oblivion and decay. So that, in time, the caravan routes of the Near East became the pastures and sheep folds of predatory Bedouins and Kurds, and the ships of the nations forsook the ports of the Levant.

Ultimately the pendulum began to swing backward. The Suez Canal was opened, and soon attracted numerous vessels under numerous flags to its placid waters. Eastbound railroads were built, seeking outlets, first at Marseilles, then at Brindisi, then at Salonika and Constantinople, then at Vladivostok and Port Arthur. It is only a question of a few years when the Constantinople—Persian Gulf Railroad will be completed, and the railroad systems of India and Indo-China connected with those of the Russians in the Trans-Caspian regions and of Egypt and South Africa. An almost startling shifting of scenes!

Is it likely, forsooth, as predicted, that the twentieth century will belong to Asia? You are familiar with the ascendancy of Japan. You know what is happening today in China. India is astir. What about Western Asia and the countries washed by the Eastern Mediterranean?



Permit me to tell you—and my statement may shock those (if any such are within hearing) who still cling to the fatal theory of *an unchanging and unchangeable East*—that a wonderful transformation is taking place out there. It is like the winning of the West—the irresistible onward march of civilization.

In our country we conquered the virgin hunting grounds of the Indians. In the East they are reclaiming vast wilds which in earlier ages crowded the pages of history for hundreds of years, and which subsequently lay fallow long enough to become practically virgin once more.

In spite of its hoary antiquity the Near East today is a *new country*, unfolding more or less as did the Louisiana Purchase regions a generation or two ago—a new country exceedingly, surprisingly rich in natural resources untapped, requiring every contrivance that modern ingenuity has devised for its advancement.

Time was when the Arabs led the world in literature, art and science. The lands of the rising sun possibly may be called upon to lead again. But before such a contingency can arise there is before these peoples of the East a busy period, not only of reconstruction of institutions of the past, but also of efforts upon efforts to catch up with occidental progress.

Can they do it? Will they do it? Most assuredly they will try. There is no question about it. You can no more arrest this evolution in the East than you can check the current of the Mississippi with water lilies.

Gentlemen, I am not dreaming. Listen to a few figures :

Port Said, Egypt, fifty years ago, was a small Arab encampment ; it now has 50,000 inhabitants. Piræus, the port of Athens, in 1830 counted only a hut ; in 1870 the population numbered 11,000 ; it is now 80,000. Mersine did not exist in 1832, when Ibrahim Pasha's fleet anchored in the roadstead ; it now has a population of 22,000, and is the railway terminus of the line to Adana. Beirut, the chief seaport of Syria, in 1780 had 6,000 inhabitants, in 1860 about 25,000, in 1885 some 100,000, at present more than 150,000. Gaza, a Mediterranean port forty-eight miles southwest of Jerusalem, in 1840 had a population of 2,000, which in 1887 had grown to 16,000, in 1897 to 35,000, in 1907 to 48,000. These figures I collected four years ago. Since then the advance movement has been still further accentuated.



They have had land "booms" in Egypt within recent years, matching those which we used to experience while I lived in Dakota, in early days.

Four years ago they adopted a constitution in Turkey. It was a movement from within, an Ottoman undertaking.

At the outbreak of the present war, Turkey was busy building hundreds of miles of railway and thousands of miles of road. Turkish state revenues were steadily growing, and Ottoman statesmen were seriously discussing the possibility of a budget making both ends meet. The day actually seemed near when in Turkey there would be a budgetary equilibrium without recourse to foreign loans for current expenses.

In Constantinople, when I left there two months ago, they were tearing down old houses by the hundreds in order to widen and straighten the streets so as to render them more sanitary, more useful, more beautiful. They were introducing municipal improvements of all kinds, even including the subway.

I am not a prophet, nor a son of a prophet, but I dare say without fear of contradiction that things are changing in the Near East—changing rapidly and radically—and that this process is not artificial, but indicative of an awakening of the Near Eastern nations along the lines of the renaissance in the Far East, which has so profoundly impressed the western world.

When our missionaries first came to Beirut in 1823 that city could not boast a single window pane except in the house of the British Consul. Beirut of the present age has modern palaces, colleges, newspapers, post and telegraph services and street lights. Twenty-five years ago there was not a single carriage in Beirut, and the ladies made their afternoon calls mounted on donkeys. Today there are 600 licensed victorias in Beirut, besides numerous private vehicles, including some automobiles, electric street cars and railroads.

In Damascus, fifty years ago, a foreign tourist could not pass through the streets without incurring the risk of being pelted with stones. And the native Christian did not dare to ride a horse nor use a saddle of leather. He was restricted to the donkey and the wooden saddle in proof of submission and inferiority. A truly marvelous change in public opinion has taken place during the last two or three decades. I have listened to a Turkish lady, unveiled and in perfect English, discuss public questions from the platform of the American College for Girls in Constantinople.



Going back to Damascus, the glorious White City of the East, where reaction and intolerance reigned supreme within memory of men still comparatively young, they now have electric street cars, and the Grand Mosque is lighted with electricity. They have modern water works, they have railway connections north and south. I witnessed myself the first public display of foreign flags in Damascus. It was in the fall of 1898. Until that day no flag but the crescent and the star had been allowed to fly in Damascus, not even from the foreign consulates.

This evolution in the Levant is not the result but the cause of recent reforms in the administration of the countries of the East. It is certain to prevail, no matter what fate may overtake this government or that. It will prevail in spite of domestic and international complications. It is superior to and independent of political eventualities.

The countries of the East are entering upon an era of economic development which will entirely change the aspect of things, and gain for them a high place among the commercial nations of the world. Our European rivals realize this and are taking most energetic steps to protect and promote their national interests in the premises. These are *new markets, markets of great potentiality*, and they deserve very special attention. We Americans ought to be interested, and we are increasingly so. Those markets in the Near East intimately affect the well-being of thousands of American laborers, farmers, manufacturers, merchants and shipping men. It is not an academic question I am discussing, but a live, practical issue which even has called for comment in presidential messages to Congress. I am here to assist in bringing about closer commercial and financial relations between America and the Near East.

What are the essential facts about these relations?

## II.

**I** have spent nearly fourteen years as a consular officer in the Levant; longer, perhaps, than any American consular officer ever served out there—and yet in those waters of the Eastern Mediterranean, although I have moved about considerably, I never saw our national flag waving from an American masthead except from pleasure yachts and warships.

Things used to be different. In illustration I need only refer to our wars with the Barbary States during the Administrations of Jefferson and Madison, which were waged (and successfully so) for the purpose of protecting American trade and shipping in the Mediterranean.



The New England states owned and operated the preponderant share of our shipping in those early days. "Old Ironsides" still lives to prove the activity of Boston ship yards even before the dawn of the nineteenth century. At one time there was a regular line of American ships plying between Boston and Smyrna.

Boston played a leading role in our Mediterranean trade from the very beginning. I know of a Boston man — his grandson is a merchant in Smyrna today, and his great-grandson is a clerk in my office in Constantinople—who came out to the Levant on trading bent in the days of George Washington. His son established himself permanently in Smyrna about 1820 and was joined by other Bostonians, who in time formed together a little colony of American merchants, remnants of which still exist. One of these Bostonians, now in business in Smyrna, is the grandson already referred to, Mr. J. D. Langdon; another is Mr. Francis Blackler, President of the Smyrna Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT. David Offley, one of the original American merchants in Smyrna, was our first consul in that city.

A son of Consul Offley was a passenger on the first American merchant vessel which ventured as far as Constantinople. This, according to Mr. Josiah Brewer, an American missionary in Smyrna (father of the late Associate Justice Brewer, born in Smyrna in 1839), happened in 1826. Our flag was first displayed before the ancient walls of Constantinople in the fall of 1800, when Captain Bainbridge arrived in the frigate "George Washington," carrying presents and messages to the Sultan, compelled thereto by the Bey of Algiers. In 1856 seventy-eight American vessels touched at Constantinople, as shown by our consular reports.

Smyrna was, however, the commercial center of attraction, and Boston led the van. So did the "Antioch of America," as Boston at times is designated in missionary journals, in the matter of carrying western Christianity into the Near East. Reverends Pliny Fisk and Levi Parsons left Boston in 1819, and arrived in Smyrna early in 1820. Mr. Parsons continued his journey as far as Jerusalem. Two years after he died in Alexandria. Reverends Goodell and Bird came out to Beirut in 1823, having been preceded by Mr. Fisk and Jonas King. They founded the great American missionary work now flourishing in Syria, as did subsequently Messrs. Goodell, Dwight and Schauffler, the great American missionary work now flourishing in Asia Minor and Turkey in Europe. Fisk died in Beirut in 1825.



While the war of 1812, which left the United States a tried navy, enabled our country to beat the Barbary pirates who for centuries had ravaged the Mediterranean, and to teach them to respect human freedom and the rights of commerce, thus opening a way for our missionaries and our merchants, the civil war of the sixties brought disaster upon our shipping and trade in the Mediterranean. Despite the distinctly friendly attitude of the Sultan of Turkey (Abdul Aziz), our shipping was gradually driven off and destroyed, and today, as I have already remarked, the American flag is never seen in the Eastern Mediterranean on an American merchant vessel.

Our trade naturally suffered in consequence, and when petroleum was discovered in 'Caucasia' our commerce in the Near East appeared to have received its final death blow. When I came to Beirut in 1898 the entire imports of American goods to Syria consisted of some boxes for the missionaries and Singer sewing machines. Smyrna alone remained true to early ideals, and a Cabot sheeting held the fort in spite of all perplexities.

In the meantime Americans had rendered invaluable services to the countries of the Near East, not only along purely missionary lines, but also in the matter of introducing economic improvements. Turkey owes to America the potato, the first telegraph instrument, the cotton gin, the exploitation of the hair of the Angora goat, agricultural and milling machinery. It is hardly possible, however, to separate even such contributions from regular American missionary work in Turkey. As a matter of fact, the American missionaries have devoted themselves to the uplift of the people of Turkey, not only in spiritual, but also in material affairs. For this, the Ottoman Empire is indebted to them, and so is international commerce. The Earl of Shaftesbury is reported as having described the American missionaries in Turkey as a "marvellous combination of common sense and piety." Those I have met — and I have met very many of them — have been distinguished also for their refinement and education. The American missionaries, as I have known them in Turkey, have had to be all things to all men — physicians, mechanics, savings banks and legal advisers. I once saw a typical American missionary, who recently died in Sidon (Rev. Dr. Samuel Jessup), within an hour perform the following functions: Converse with a native mule driver and hand him a copy of the New Testament in Arabic, produce from his vest pocket plaster for a wounded hand, repair a badly damaged music organ and advise some tillers of the soil regarding machinery for crushing olives. American missionaries created the



cotton lace industry in Turkey, which has become a national asset. This year the exportation of Turkish cotton lace to America will amount to about \$1,000,000 as against half of that amount in 1911. Manual training schools have been started in Turkey by American missionaries, also model experimental farms. At Robert College, in Constantinople, they have an up-to-date engineering school, the only one in Turkey. At the Syrian Protestant College in Beirut they have a school of commerce, by far the best of its kind in the Ottoman Empire. American medical missionaries have introduced new remedies for sickness, thus preserving the health of the people and incidentally strengthening their initiative and enterprise at the expense of their fatalism. By encouraging self-support and self-government in the management of the native congregations, the American missionaries in Turkey have taught wholesome principles which made for the progress of the country along individualistic and democratic lines. The American missionaries have rendered a tremendous service to Turkey by their proverbial truthfulness. The people of Syria with whom I am best acquainted would never suspect an American missionary of being capable of even the slightest deception. The American missionary record on this score has proved a powerful factor in building up character in the East, and of promoting commercial morality. By their example and helpful attitude the American missionaries have contributed more than will ever be known toward making family and home life in Turkey more comfortable and edifying, and raising the standards of living. Instances of families and their cattle living together in one room are growing rare in Turkey. Equally important from a commercial viewpoint is the service rendered by American missionaries in Turkey in exploring the remoter sections of the country. The journey for instance, undertaken by Eli Smith and H.G.O. Dwight from Constantinople to the borders of Persia in 1830, may properly be compared to the Lewis and Clark expedition across the American continent. The travels of Dr. Grant and Rev. Dunmore in Kurdistan and upper Mesopotamia opened up those unknown regions to missionary and subsequently also to commercial enterprise. Furnishing text-books as the American missionaries have done on scientific topics in Turkish, Arabic, Armenian and Greek and publishing newspapers similarly accessible have stimulated industrial activity. In Constantinople is published the only American newspaper in the Levant. It is called THE ORIENT, and it is a most excellent publication, edited by Mr. C. T. Riggs, who, like his father and grandfather, has worked earnestly, intelligently



and sympathetically for the advancement of Turkey (not to speak of Bulgaria). On the Bosphorus are going up great buildings these days, intended for the American College for Girls, which soon is to be transferred from Scutari on the Asiatic side. They are introducing into these buildings the most up-to-date appliances for steam heating, electric lighting and plumbing, all of which, along with doors, windows, reinforced steel—in fact all material beside the building machinery (except the cement and some of the structural iron)—has been brought from the United States. The architect in charge and the foremen are Americans. There is nowhere in Turkey such perfect equipment for any public or private structure. Those American buildings on the Bosphorus will remain for generations an eloquent witness of the peculiar merits of American manufactures and building talent. The graduates of such American colleges as those in Beirut and Constantinople, Aintab, Harput, Tarsus, Marsovan, Smyrna, having become familiar with modern improvements and having gone out as leaders of thought and action in their native home districts in Bulgaria, Turkey, Greece and Egypt, have potently contributed to the regeneration of their respective countries, and to them is due in part the present progressive tendency in the East.

There are at the present time nine American societies working in the Turkish Empire, including Syria, carrying on a Bible, educational, philanthropic and general missionary work. The societies are superintended, and their work to a large extent is carried on, by American citizens, though they have associated with them trained native helpers who have been in the main prepared for their work in the institutions directed by the American societies. The earliest society of the above mentioned group to begin work in the Turkish Empire was the American Board of Commissioners for Foreign Missions, the headquarters of which is in Boston. This society began work in the Turkish Empire in 1819.

The total number of workers, male and female—American citizens—supported by these nine societies is about 750, and they have associated with them a force of educated native helpers, numbering about 2,250. The charge to the societies for supporting the above mentioned force of workers, together with the work which they carry on, is upwards of \$1,000,000 annually.

The amount represented in the permanent plant of the above mentioned societies, including buildings, grounds, hospitals, printing plants, with their outfits reaches the sum of \$6,000,000.



The educational department of the work sustained by these societies embraces ten colleges with 1,360 students and eleven theological schools and classes with 173 pupils. But the school system includes high schools, schools of industrial training, primary village schools and kindergartens. These bring up the total to 670 institutions, enrolling over 40,000 pupils.

The medical department of the work embraces thirty-six hospitals and forty-five dispensaries. The annual reports of this branch of the work show that upwards of 6,500 patients are treated annually in the hospitals as in-patients, while the whole number of treatments given by the physicians amounts to upwards of 430,000 per year. At the Syrian Protestant College in Beirut there is one full medical college with also a pharmaceutical department enrolling over 160 students, and one school for the training of nurses.

The care of the orphans in the land has received a large share of attention, especially since the massacres, following which many children were left without parental care. There are at the present time conducted by Americans in the Turkish empire twenty-two orphanages, enrolling 3,000 inmates.

In connection with these orphanages an industrial work has sprung up, which gives employment to upwards of 10,000 people, in addition to the orphans. The work done in these industrial enterprises is largely performed by widows and orphans, and includes rug and lace making, various forms of embroidery and other domestic work. The product of these institutions finds a market abroad, entailing a vast amount of correspondence.

The Sunday school work of the societies enrolls a membership of over 40,000 pupils.

The distribution of the Bible and portions reaches over 145,000 copies per year.

There are extensive printing plants in two centers, Constantinople and Beirut, the annual output of which, including Bibles, mission books, tracts, family newspapers, etc., reaches the sum of about 75,000,000 pages per year.

Nevertheless, American trade in Turkey continued in an embryonic state. Then came the war with Spain and the age of expansion. The period of exclusiveness was past. As a factor in foreign trade, in the eyes of the peoples of the Near East, America once more appeared on the map. Our exports to Turkey in round figures amounted to \$50,000 in 1891, to \$500,000 in 1901 and to \$5,000,000



in 1911. The chief articles exported from America to Turkey are cotton seed oil, oleo oil, petroleum, rubber shoes, leather, leather shoes, cotton goods, agricultural machinery, hardware, furniture, starch and glucose. Our imports from Turkey grew from \$4,927,041 in 1892, to \$7,468,379 in 1901 and \$19,929,629 in 1911. America is Turkey's best customer, next to Great Britain, France ranking third and Germany fourth. We import from Turkey principally cigarette tobacco, opium, carpets, wool, skins, figs, cotton lace, licorice root, mohair, emery stone, nuts and seeds, valonia. I am speaking of the direct trade, and shall refrain from guessing at the volume of the indirect trade.

Other American articles which may be sold in Turkey and in other sections of the Near East include industrial machinery, coal, lumber, building supplies, flour, white corn meal, automobiles, bags, biscuits, face and fire brick, carriages, cement, cotton oil in cans, cordage, copper, clocks, canned groceries, drugs and medicines, fertilizers, fly paper, electrical appliances, hams, sausages, lamps and lighting devices, incubators, marine engines, metal bedsteads, machine oil, oil cloth, boiled linseed oil, paints and varnishes, playing cards, paper and stationery, phonographs, perfumes, photographic supplies, radiators and refrigerators.

It is very obvious that we are progressing commercially in Turkey. And yet the fact remains that in Egypt, Greece, Turkey and the Balkans, countries whose imports amount to approximately \$500,000,000 annually, this great nation of ours furnishes hardly 1½ p. Ct. Ample room, therefore, exists for improved commercial relations with the Near East. We must be up and doing, for the countries of the Eastern Mediterranean and the Black Sea are moving ahead rapidly these days, and the United States is far from having its proper share in this development, although along educational lines, through missionary schools and colleges, it has played a leading part in their regeneration, and although America, through Decatur's victories, practically re-opened up the Mediterranean (1815) as it subsequently, through Perry's valor, opened up Japan (1854).

In March, 1911, an American Chamber of Commerce for the Levant was organized in Constantinople. It has already nearly 600 members, the large majority being exporters and importers residing in Turkey, Egypt, Greece and the Balkan States. Included in the membership are about 100 manufacturers and exporters and importers in the United States. This Chamber of Commerce, which publishes an excellent quarterly entitled LEVANT TRADE REVIEW, has greatly stimu-



lated American trade in the Eastern Mediterranean and Black Sea ports. There were more American commercial representatives in evidence in Constantinople during the twelve months ending June 30, 1912, than Constantinople has seen for a generation.

Some of the American exporters have established agencies in Bucharest, Sophia, Constantinople, Salonika, Smyrna, Beirut, Alexandria, Cairo and Athens. They have realized that dependence upon a general agency in Liverpool or Hamburg to secure the trade of the Near East is not the wisest policy. The American Tobacco Company, the Standard Oil Company, Singer Manufacturing Company, Mac Andrews & Forbes Company, the Vacuum Oil Company, have established offices and warehouses and depots in the principal centers of the Levant. The Ottoman-American Development Company of New York has entered the field to obtain railroad concessions in the Near East. The Consolidation Coal Company of New York has sold considerable quantities of coal to the State Railways of Egypt. The Studebaker Corporation of late has displayed considerable activity in the Levant.

Through consular activity arrangements have been perfected, whereby American commercial samples may now reach Turkey by parcels post.

Above all, a steamship line has been organized which will maintain a regular and direct service between the United States and the Levant. This line, although owned and operated by the MacAndrews & Forbes Company of Camden, N.J., an American concern, will have to fly the British flag in order fairly to meet competition—a rather striking reflection upon our navigation laws, which have driven our flag off the high seas.

Still much remains to be done in order to place American trade in the Near East upon a proper footing insuring commensurate results. We require American capital in the Near East in the development of native resources—for railroads, ports, irrigation and reclamation projects, telephones and electric street car systems.

Honorable John Ball Osborne, formerly Chief of the Bureau of Trade Relations of the Department of State (now American Consul at Havre, France), in a recent article published in the *NORTH AMERICAN REVIEW*, places the extra-territorial investments of American capital at \$2,000,000,000.00 of which three-fourths is invested in North America, especially Mexico, Canada and Cuba, and the rest as follows: Europe: \$200,000,000.00; South America, \$175,000,000.00; the Far East, \$50,000,000.00; the Near East, \$10,000,000.00.



This condition of affairs, which militates against our commercial expansion in the Near East—because trade follows investments—may be remedied, and no doubt will be remedied. I would have in Constantinople an American industrial or investment bank; besides that I would have in Constantinople an American mercantile agency and an American news or telegram bureau.

As a means to bring about such and similar improvements, I would strongly recommend a commercial excursion of American business men to the Mediterranean countries, and I hope the various Chambers of Commerce and American commercial organizations will recommend the scheme to the Chamber of Commerce of the United States, and that the latter will take suitable action.

In order to get into close touch with the markets of Egypt, Greece, Turkey and the Balkans, I would also recommend that you form in the principal American cities branches of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT or join the latter as individual members. Our experience so far is a guarantee that such a move would produce far-reaching results in spreading knowledge where there is now misconception; confidence where now there is mistrust. Specialized knowledge is as essential in foreign trade as in the professions. I believe that American commerce would be greatly extended abroad by the wider application of a policy of specialization and concentration. Some of your exporters and importers may be able to deal successfully with different markets in different parts of the world, each requiring totally different treatment. But to the majority of your business men engaged in foreign trade it is preferable by far to deal with a circumscribed market; to exploit such limited territory thoroughly and to cultivate the commercial relations entered into so as to render them permanently enduring.

Besides a policy of concentration I would also urge a policy of foresight. We must build not only for the present but also for the future. We must be satisfied with small profits to begin with, in order to become firmly established in foreign markets. The time will surely come when our foreign trade will prove a national insurance of vital importance to the welfare of our country. We cannot have this insurance without paying the premiums. Even today our factories could not run without the foreign outlets for their products. Our foreign affairs are of ever growing moment and concern to the American people, largely on account of the tremendous development of our manufacturing industries, on which our prosperity as a nation depends in ever increasing measure, and on account of the fierce



rivalry between the nations in the markets of the world. I feel convinced that we soon shall have commercial colleges supported by the National Government, just as we now have agricultural colleges supported by the National Government. I feel equally convinced that, before many years, there will be no man left in American public life seriously proposing to disrupt our consular service because there happens to be a change of administration at home. Our success in foreign trade depends not only upon the quality of our goods, but also upon thorough commercial education at home and upon trained and experienced representatives abroad, whether they are consuls or commercial travelers.

The markets of the Mediterranean do not differ greatly. Allow me to suggest that you go after them earnestly and persistently and intelligently. They are worthy of your attention. The countries between Malta and Bombay, between Khartoum and Odessa, are undergoing an economic revival which is constantly producing new markets and fresh commercial needs. They are also producing ever-increasing quantities of raw materials needed to keep American factories running. Egypt alone furnishes each year to America some \$15,000,000.00 worth of raw cotton (in 1912 \$22,187,372.00).

I believe in commerce. Next to religion there is no agent of civilization more powerful and beneficent than commerce.

Commercial intercourse between individuals and nations promotes knowledge as against ignorance, tolerance as against prejudice, progress as against reaction, peace and the arts of peace as against strife and destruction.

That nation in which trade and industry flourish, and which actively encourages commerce, both foreign and domestic, is fairly certain to be a prosperous, free and happy nation.

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