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Levant Trade Review

PUBLISHED BY THE

American Chamber of Commerce for the Levant.

Our Chamber in America.

It is the idea of the American Chamber of Commerce for the Levant to form a bridge, as it were, between the United States and the Near East. It desires to see organized Branches both in the Levant and in the United States besides having individual members from the respective sections. The link in this case, between the East and the West, or vice versa, is the *Levant Trade Review* and the confidential circulars and the correspondence carried on by the headquarters of the Chamber and the growing volume of business transacted.

During the recent visit to the United States of the Delegates of the Chamber to the Fifth International Congress of Chambers of Commerce in Boston, steps were taken to form Branches in America of the *American Chamber of Commerce for the Levant*, the purpose being, as above indicated, to bring capitalists, manufacturers, exporters and importers in America interested in the Levant (including the Balkans), and contractors, importers, exporters and commission agents in the Levant interested in America together in one and the same organization, closely and intimately, for the exchange of information, for the promotion of mutual confidence, for business.

The work of organization in New York has been entrusted to, and accepted by, MAJOR C. E. LYDECKER, No. 2, Rector Street, who possesses an unusually wide acquaintance among business and professional men. Major Lydecker at one time was City Comptroller of New York.

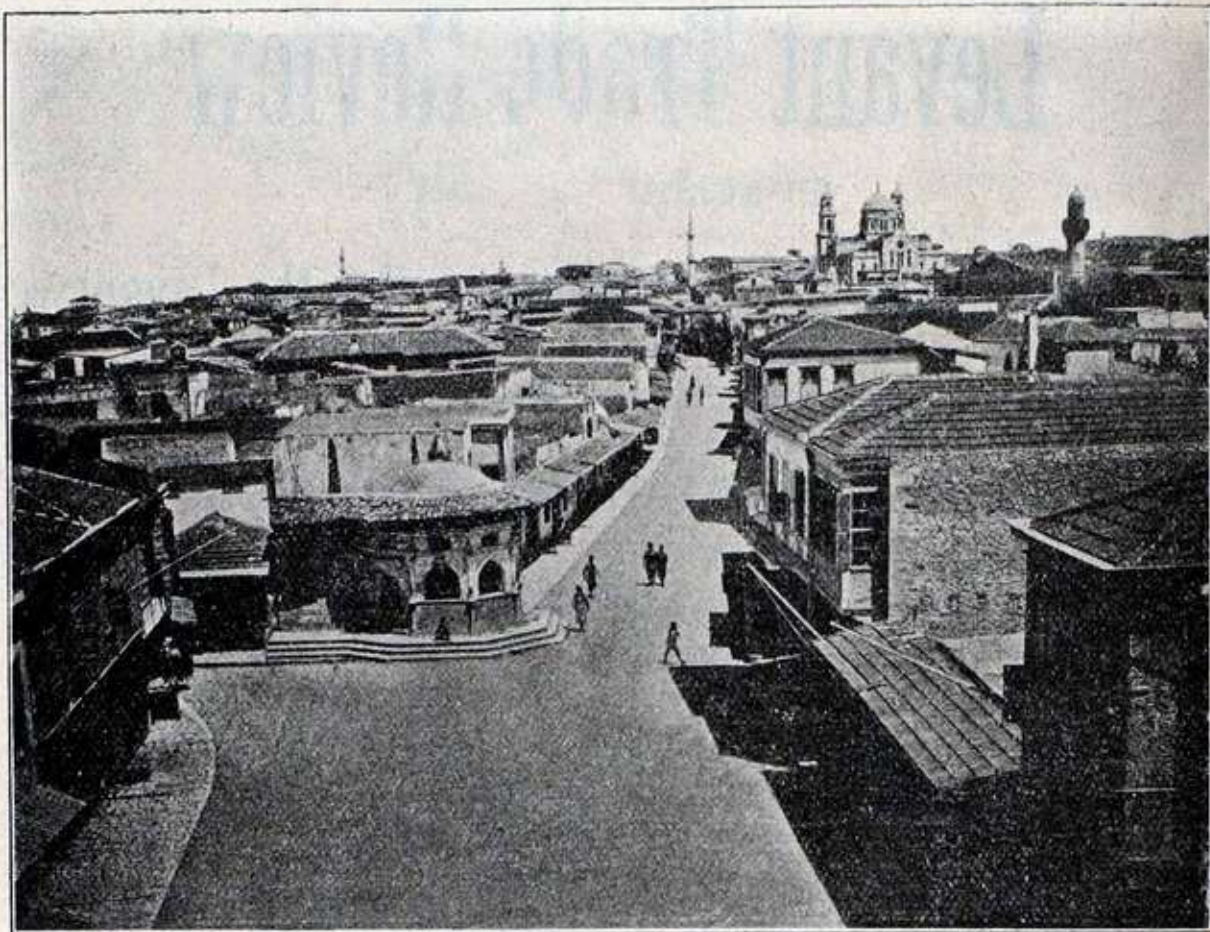
In Boston, the initiative has been taken by Mr. ALBERT R. MACKUSICK, 6 Beacon Street, who already has promise of considerable local support.

A Chicago Branch is being organized by Mr. J. K. JOICE, a prominent lumber broker, whose offices are in the Steger Building.

In South Bend, Indiana, the good work is being pushed by Mr. W. L. KIZER, a leading manufacturer.

Detroit is disposed to join the procession and possesses a leader in Mr. DON W. VAN WINKLE, who undoubtedly will be heard from. He is Director of the Foreign Department of the Detroit Board of Commerce.

In Philadelphia, the interests of the American Chamber of Commerce for the Levant are being looked after by MESSRS. EDWARD S. JACKSON, President of Miller Lock Company, EDMOND B. ROBERTS, Treasurer of Henry Diston and



A STREET IN CANDIA, CRETE.

Sons, Inc., and W. N. TUTTLE, Baldwin Locomotive Works. It is intended to organize a Branch as a subdivision under the Philadelphia Commercial Museum.

Much interest in the movement has been aroused in America, and as soon as the present war is over, it is confidently expected that important and far-reaching results will be obtained in enlarging the financial and commercial dealings between America and the Near East.

§

Items from Aleppo.

Sheep and Wool Production.

Prior to the winter of 1910-1911 it was estimated that the Vilayet of Aleppo with the adjacent districts of Orfa, El-Djezireh, Diarbekir, and Mardin counted nearly 3 million head of sheep, producing annually about 13 million pounds of wool.

The exceptionally rigorous winter of 1910-1911 has caused a tremendous mor-

talidity among all domestic animals and more especially among sheep. These animals, which pass the winter in the open air and live exclusively on the natural pastures, as no food provision is provided for them, could not endure a temperature of 20-25 degrees below zero Centigrade. The loss is reported to have been from 50 to 75%, according to the localities. In some districts, numerous herds were frozen to death or died from starvation, a calamity the like of which the oldest

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Arab or Kurd in the country never witnessed during his life.

Last winter was very mild and the number of sheep increased considerably; it is said that two or three more normal years will restore the former number of ewes.

The fat-tailed sheep is the only one raised in Syria and Mesopotamia. Its wool is classified in the 3rd category. The difference between the various qualities is insignificant and they are generally known under two denominations: the Aleppo and the Orfa wool, the latter considered a little superior to the former. The cities of Aleppo and Orfa are the only places where wool is packed in hand-pressed bales, averaging a weight of 280 lbs. each.

More than half of the total production of the wool is shipped to the United States, and the balance to Constantinople, France, Italy and other European countries. The majority of the wool is washed with cold water before being baled. This washing is incomplete, but often the seller guarantees a yield of 88-90%, according to the Marseilles system.

Sheep are owned principally by nomadic Arabs, Kurds and Turkomans to whom they constitute, with the camels and horses, the only source of income. These nomads who continually wander with their flocks in the immense plains of Syria and Mesopotamia in search of pasture, have friends in the towns and cities by whom they are advanced money and supplied with clothing and other necessities. In exchange, they bring to the latter, every spring, their products in wool, lambs and butter. These nomads are credited with being very honest and punctual in their payments. The wool is sold by fleece at the average price which is fixed at the end of the season. During the last five years prices have been from 12 to 16 gold piasters (\$5.28 to \$7.04) the fleece, according to its weight. In Aleppo, Orfa, Mardin, Diarbekir and the other towns, the wool is sold only by weight and unwashed.

The following are estimates of the wool shipped from Aleppo direct to the United States:

1909:	1910:	1911:
\$513,039	\$431,045	\$508,670

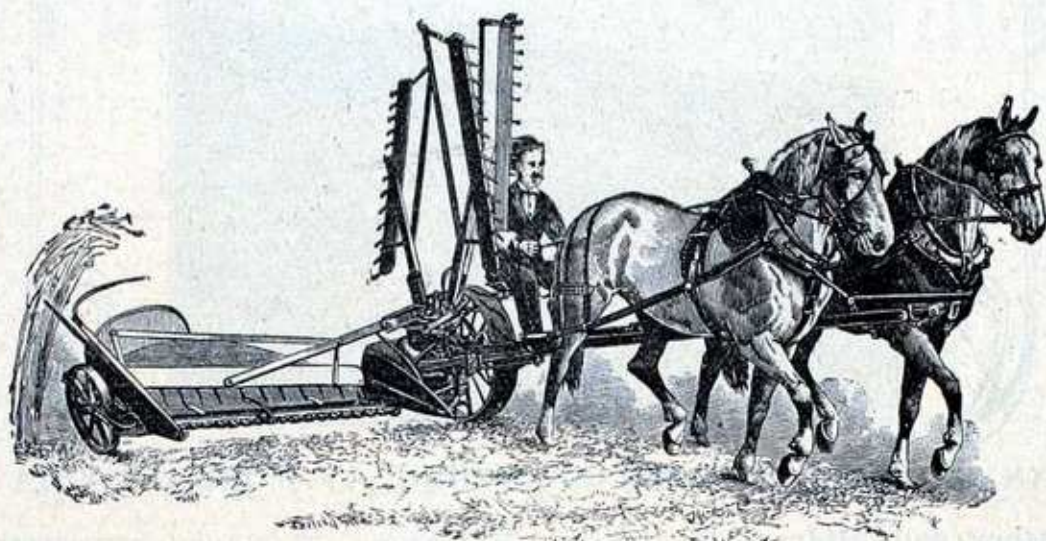
Figures show that shipments for the United States during the present year, will at least equal those of 1911.

Pistachio nuts.—The crop has fully justified the excellent prognostics made. The whole crop in Roum-Kaleh, Nezib and Aleppo is estimated to be about 8,000 *kantars* (the *kantar*, 250 okes) or approximately 2,500 tons, valued at the present market price at \$950,000. This crop is an exceptionally large one and happens, perhaps, once in ten years. The prices of the pistachios dropped much, comparatively to those of last years, and were it not for the existence of a certain syndicate in Aintab, which practically controls the market, aforesaid product could be bought at still cheaper prices. At present the *batman* (2½ okes or 7.1 lbs.) is worth Aleppo 33-34 piasters (\$1.15—\$1.19) at Aintab warehouses. The Aleppo pistachio-nut is considered of a superior quality to that of Aintab, and the quantity thereof being limited, it is consumed almost entirely on the spot. The demand for pistachios from the United States is increasing rapidly. Last year the shipment to that country exceeded \$100,000. While the other countries purchase the pistachio-nuts unshelled, or shelled without any preparation, American buyers ask generally salted and roasted pistachios, packed in soldered tins.

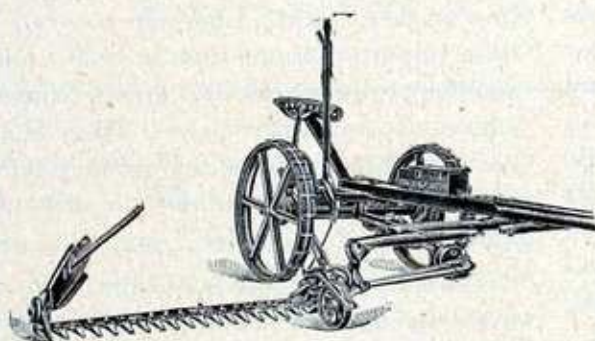
Petroleum.—On account of the present state of things, kerosene has reached an unprecedented high price, not only in the towns of the interior but, also, in the sea-ports. In the ports of Alexandretta and Tripoli, petroleum is sold (wholesale) at piasters gold 43-46 (\$1.89—\$2.02) the box of 8 imperial gallons. The Turkish customs duties are 11% at valorem, and the municipal tax is gold piasters 2 (\$0.08) on each box consumed locally. For goods in transit to the interior a rebate of ¾ of a gold piaster is allowed per box.

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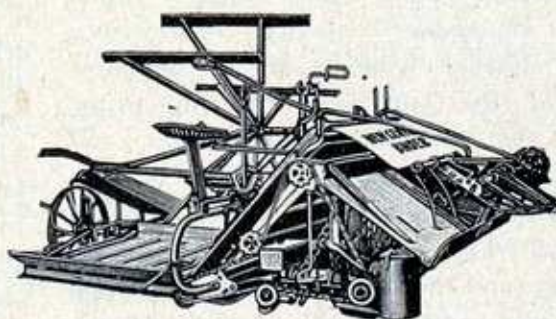
- 1 — horse (4' 0" cut) Weight 800 lbs.
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 Ox-pole device can be supplied.



“Vice - Admiral” Mower one-
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“Admiral” Mower two - horse
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“New Century” Harvester &
Binder Left-cut, 4' 0", 5' 0", 6'
0", 7' 0" Right cut, 4' 0", 5' 0".

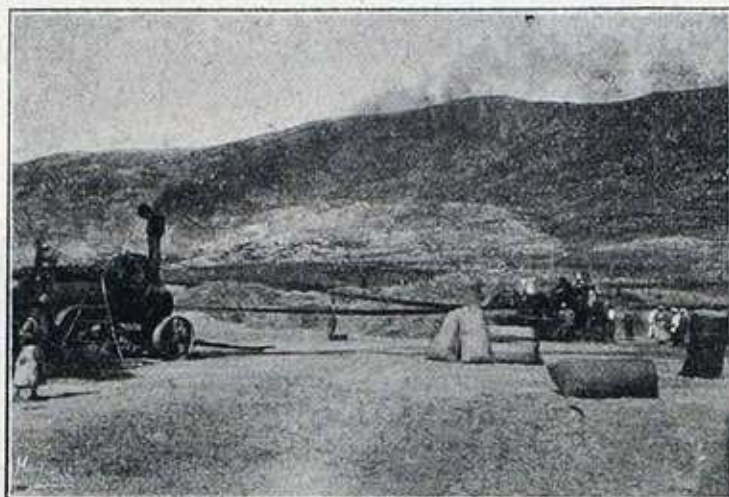


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AN AMERICAN THRESHING MACHINE AT WORK IN SYRIA

Leather and Hides.—The city of Aleppo which counts a population of about 200,000 is, so to say, the entrepot for several important cities and towns in the interior, such as: Killis, Aintab, Beredjik, Orfa, Diarbekir, Mardin, Der-ez-Zor and even Mossul. Merchants from these points come periodically to Aleppo and buy all kinds of merchandise needed in their markets. For that reason Aleppo imports considerable quantities of all kinds of leather. American fancy leather had begun to be imported with some success and the best class of society, very often, in ordering their shoes insists upon their shoemaker using American patent leather. Unfortunately, however, two of the American exporting firms, seeing that demands were regular and becoming important, thought, lately, that they could get rid of some defective old stuff which probably was not saleable at home, and they shipped it to the Aleppo buyer who had to pay the amount of the invoice without seeing the goods. The result was that lot after lot of this defective patent leather was returned by the local purchasers to the importer who was obliged to accept them and throw them in a corner of his warehouse thinking it wiser to sustain the loss rather than to spoil the reputation he had gained on the market by selling American patent leather.

On the other hand, other manufacturers

have shown the greatest correctness by always supplying irreproachable goods.

There is a great consumption in box calf, black and colored. The German and the French tanneries are the main suppliers of this market. Some American box calf has been imported from time to time, but in small quantities, as no goods could be offered at competitive prices. There is some consumption in the better grades, but the greatest sale is confined to the cheap qualities and the sides.

The sale of the sole leather is, also, very extensive here. The French products are dominating. The city of Aleppo requires very light weights from 3 to 3½ kilograms the skin, whereas the towns of the interior buy always heavier weights, 6, 7, and 8 kilograms. Until now, no American sole leather has been imported to this country, but if American Manufacturers can sell at prices competitive with the French, there is no reason why they could not secure a good outlet for their products.

The annual consumption in buffalo hides is estimated at over \$250,000. They are imported from India and China.

Shoes.—No real efforts seem to have been made, so far, for the introduction of the American machine-made shoes on this market although they are freely sold in Constantinople, Smyrna, Salonica and in Egypt. On the other hand, English, French,

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German and Austrian shoes may be seen in several stores in Aleppo. The better class of society, here, is now foregoing the habit of wearing the sharp-pointed shoe to adopt a more comfortable form. The native shoemakers are unable to reproduce the real American shape, and

those imported from Europe are generally imperfect imitations.

American manufacturers disposed to meet the need of this trade may find here a market for their products.

Respectfully submitted,

LORENZO Y. MANACHY.

Aleppo, Syria, December 5, 1912.

American Chamber of Commerce for the Levant.

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American Red Cross.

It would not be out of place to state a few facts in connection with the work of the American Red Cross in Constantinople during the war in the Balkans. Immediately upon the opening of hostilities, the Constantinople Chapter of the American National Red Cross held a special meeting with a view to seeing what measures of relief could be afforded by it during the war in aid of the sufferers. The American Ambassador, Mr. William W. Rockhill, as President of the local Chapter, immediately appealed to the Central Committee of the National Chapter in Washington for funds with which to carry on the necessary work. The American public, always ready to aid the needy, was not long in responding to such appeal and funds have been received and are still being received here to help along the excellent work of the local Chapter. Over five hundred pounds have been subscribed by the Americans in Constantinople, while, to date, about eight thousand pounds have been received from America, partly through the National Committee in Washington and partly from friends in America.

At first the ladies of the local Chapter undertook to supply linen for 100 beds to the Red Crescent Society for fitting out hospitals—making in all 2,700 pieces; 1,000 singlets were also sent to the Red Crescent and 300 blankets. On November 4th the destitute condition of the wounded soldiers in the barracks of Tash Kishla which had been converted by a stroke of the pen into a hospital was brought to the notice of the American Red Cross and the local Chapter opened there, on November 7th, by permission of the Commander, His Excellency, Emin Cherif Pasha, an operating room and took charge of the soldiers in two wards of eighty beds each. It completely outfitted the operating room and supplied the soldiers with shirts, sheets, socks, plates, cups, partly with blankets—the rest having been furnished by the military authorities—and all the necessary outfit of a hospital. Beef tea and milk diet have also been given to those requiring it. The American Red Cross has been enabled to do this through the aid of Major Clyde S. Ford of the Medical Corps of the United States Army who, being in Europe, came to Constantinople and offered his services to it. The local Chapter of the American Red Cross hereby gratefully extends its thanks for the excellent services rendered by him. The American wards at Tash Kishla will continue to be run until such time as all the men have been discharged. There has only been one death among the 160 men, an excellent record. Major Ford has had as assistant surgeons Dr. Walton of the U.S.S. "Scorpion" and Dr. Kazalos, a graduate of Robert College. Valuable assistance has been rendered by the men of the U.S.S. "Scorpion" in the way of cutting cloth and sewing, etc.

On November 23, work was begun at the Greek School at San Stefano among the cholera patients there. Major Ford also started this work and has been assisted by Mr. Robert Frew and Mr. Philip of the American Embassy, Miss Alt and Mrs. Schneider of San Stefano and other volunteers. The patients were in great destitution and neglect, some even not under cover. Soup and milk were distributed under the direction of Mr. Frew; blankets,

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covers of all kinds, and other necessities were sent down, and by the heroic efforts of Major Ford and his assistants order has appeared out of chaos. A tent hospital of fifty beds was also installed on November 28 by the American Red Cross, the physician in charge being Dr. Baynes of the British Red Crescent Society, who was kindly permitted by Colonel Surtees to undertake the work. Colonel Surtees also contributed to the hospital. Conditions at the Greek School having been so much improved, Major Ford returned to his work at Tash Kishla on December 9th.

Relief work has also been begun among the refugees in Asia Minor under the direction of Mr. Peet, Treasurer of the local Chapter of the American Red Cross. Letters from Dr. Post of Konia and Miss Jillotson of Brussa reported the need as very great at both places, 9000 refugees having already arrived at Brussa alone. 100 pounds were sent to Dr. Post and 150 pounds to Miss Jillotson to begin work at once; more funds will be sent as they are required. 300 pounds were also sent to the Rev. Mr. Haskell for his relief work among the Mohammedan refugees in Salonica.

We beg to extend our sincere congratulations to Mrs. Rockhill, wife of the American Amdassador, for her efforts in the organization and carrying out the relief work in Constantinople—efforts which have been crowned with the fullest success.

FREDERICK WIRTH, JR.

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Gold Production in 1912.

"There has been a good deal of discussion recently in the public press on the question whether the increase in gold production which has been so marked in the last decade is going to continue. Most of this has been in connection with the assumption that the purchasing power of gold has decreased, and that the higher prices which prevail over a large part of the commercial world are in part the result of the cheapening of the standard," says the *Engineering and Mining Journal*. "The assumption mentioned is, we believe, not justified by the facts, at least to the extent which some economists think.

"Whether the production of gold in the world has reached its maximum for the present or not is a question

which is also of considerable difficulty. There are indications which point both ways, and it is not altogether easy to balance them. Nor is it safe to look too far into the future without seriously endangering one's reputation as a prophet. A good authority has recently ventured the prediction that production will decline, but his argument involves certain assumptions which not everyone will be willing to accept.

Egyptian Crop Reports.

The following report was issued by the Department of Agriculture on the condition of crops in Egypt on the 1st December 1912 calculated on the returns from each province.

According to the system of notation adopted for expressing the condition of the crops, the number 100 indicates a condition at the time of report which will give a probable yield equal to the average yield per *feddan* of the last ten years unless some unusual phenomena occur later.

	Lower Egypt.	Upper Egypt.
Cotton.. ...	102	116
Rice	79	110
Maize and Millet	100	101
Sugar Cane. ...	—	105

Cotton. — The condition of the cotton crop shows that the first picking was an abnormally heavy one, especially in Lower Egypt, and that the subsequent pickings have not yielded so much as was at one time expected. The attack of boll worms, while being bad in some districts, has not materially affected the crop. The third picking has, as anticipated, not been satisfactory, and has caused a drop in the figures which are at present given to represent the crop, in Lower Egypt especially.

Rice. — Crop is being harvested. Good prices obtained.

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LONDON SALVAGE ASSOCIATION	London.
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Maize and Millet. — Crops well up to average and with every appearance of a good harvest. Harvesting has begun and is now proceeding. Some slight attacks of borer and smut are reported in Upper Egypt.

Wheat, Barley, and Beans. — Sowing has commenced in all districts; it is from 10 to 15 days earlier than last year. Early crops are looking well.



Egyptian Eggs. — The Monthly Bulletin of the French Chamber of Commerce in Alexandria for November gives some interesting facts regarding the exportation of Egyptian eggs which is fast growing into an important industry. During the fiscal year 1908-1909 54,000 cases containing one dozen eggs each were exported, and in 1911-1912 this number reached 98,600 cases. The principal buyer of Egyptian eggs is Great Britain which bought 525,425 dollars' worth in 1911. France comes second with \$30,865. The first direct shipments to the United States were in 1911 and amounted to \$80.



American Exports to Egypt.

A gratifying increase of over \$400,000 in the volume of imports from the United States was recorded in 1911, the total for the year being \$1,609,800, as against \$1,200,415 in 1910. In almost every one of the American raw and manufactured products that find sale in Egypt, the importation was larger than ever before. The imports of various kinds of machinery, including agricultural and electrical increased more than 50 per cent.

La florissante et prospère Amérique

Les progrès réalisés par l'agriculture sont éloquemment prouvés par les chiffres qui suivent: Blé, production (1912) 629.000.000 de boissesus contre (1911) 621.000.000; Maïs: 2.851.000.000 de boisseaux en augmentation de 280.000.000 sur l'année écoulée; Avoine: 1.139.000.000 de boisseaux, la plus grande récolte jusqu'à ce jour, contre 923.000.000 l'année précédente. Les récoltes de foin et d'orge promettent également beaucoup.



There is but one cinematograph theater in this district, writes Consul Jesse B. Jackson of Aleppo in the *Daily Consular and Trade Reports*, and it obtains all its films under contract with a Paris firm. These films reach here only after being used in a number of other towns and are often in bad condition and out of date. There is apparently room for some strong American competition in this and other Syrian towns, but the hold of the present firms could only be broken by personal solicitation, as the proprietors of the various houses fear to make a temporary change because of possible retaliation. Thorough confidence would have to be inspired in the users of films and proof of better conditions would necessarily have to be shown. If these exactions can be met by American manufacturers, there is no reason why a large business can not be immediately developed.

LA NEW-YORK

COMPAGNIE D'ASSURANCE SUR LA VIE

EXERCICE 1911

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

Nombre de polices en vigueur 1.022.726

OPERATIONS EN TURQUIE

ASSURANCES EN VIGUEUR: 7423 POLICES MONTANT à Fr. 50.479.411

Payé en 1911:

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

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

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

Montant total
des dividendes payés en 1911:
Fr. 47.985.320

Pour tous renseignements, s'adresser à la

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

Timber in Persia.

The extensive forest lands of Persia have for some time attracted the attention of Russian timber handlers, a number of whom have formed themselves into a company for their exploitation (says the *Financier*). Persian timber extends from Astara to Barfush. The forest lands cover a slope running parallel with the mountain range in the direction of the Caspian Sea, and the zone of the forest is about 10 to 60 versts wide. The principal trees that grow on that slope are oak, walnut, palm, etc. The first Russian timber enterprise in Persia took form in 1880, although not much has been done with it since. Russians are paying particular attention to the number of palm trees there, and a parcel sent into Europe fetched very good prices. The company named is negotiating with the Persian Government for a twenty-five years monopoly in the exportation of this wood. At the same time other timber-handlers are exporting to Russia and Europe generally walnut and oak staves, but the opening of this business did not prove particularly profitable. The oak timber and staves sent to Europe had to compete with Hungarian, Roumanian, Turkish, and other relatively cheaper woods. The demand was not strong and the freight was high.

In the year 1906 a group of timber-dealers, who had leased a considerable quantity of good forest land in Persia, handed their business over to a Vienna syndicate, called the Franco-Persian Syndicate. This concern, however, was the victim of unfair treatment, and their period of activity came to an end. In the year 1909 a scientific investigation of the Persian forest lands took place, and the trees found there were described and their qualities and quantities defined. One thing appears to have been established by this investigation—namely, that the Persian oak is inferior only to the Siberian oak.

A supply of oak is a question of particular interest, for the demand has rapidly increased of late, resulting in the rapid diminution of the growing supplies,

so that further reserves, such as those disclosed in Persia, awaken a widespread interest. The cubic foot of oak wood, which once sold from 6½d. to 7½d., now sells readily at 1s. 3d. to 1s. 5½d. and a thousand oak staves from £20 to £20 10s. Persian timber may be divided into two categories, from the exploiter's point of view. The first lies in a zone of 20 to 25 versts on the Caspian Sea, and the second from 20 to 26 versts further inland. This latter must wait the laying of railways before it can be turned to profitable account.

§

NOTICE REGARDING MEMBERSHIP.

The annual membership fee to the *American Chamber of Commerce for the Levant* is 50 Francs for resident members in Constantinople and 30 Francs for all non-resident members to the central organization. The dues of members in the United States of America are \$6. annually.

All memberships to the central organization, applications for which have been received after Oct. 30 and before April 1st of any year, date from the 1st of January of the coming or the current year respectively. In all other cases membership dates from the first of the month in which the application has been received. All members receive *Levant Trade Review* free of charge and those residing in the Near East in addition the Chamber's confidential circulars regarding special trade opportunities with the United States.

The attention of members is called to the fact that membership to the Chamber is not the same as subscribing to a periodical, and unless the resignation of a member is tendered before the expiration of the year for which he is enrolled, the fee of such a member for the coming year will be considered obligatory.



THE KNICKERBOCKER TRUST BUILDING,
NEW YORK CITY.

Commercial Review of Turkey.

[By Consul General G. Bie Ravndal.]

(Continued)

II.

Large Tobacco Crop — Opium Exports Smaller. — The 1911 tobacco crop was the largest gathered since 1903 and of average quality. Prices, however, were not high enough to satisfy the growers, who incurred unusual expense in planting, owing to the scarcity of labor. It is believed that the plantings for 1912 will show a decrease and that prices will probably rise. In consequence of the restrictions imposed by the tobacco monopoly, Turkish planters started the industry in the Caucasus, and Egypt now receives large supplies from Russia. The abolition of the present monopoly in 1914 is expected to increase the production here. The exports of tobacco from Turkey totaled 69,822,826 pounds during the fiscal year 1909-10 and 54,468,034 during 1910-11. The decrease was largely accounted for by a drop from 34,619,017 pounds in 1909-10 to 21,879,363 pounds in 1910-11 in the exports to Austria. These figures do not cover the 1911 crop. In 1909-10 the exports to the United States amounted to 8,633,570 pounds and in 1910-11 to 12,035,977. The value of the exports of tobacco to the United States increased from \$3,902,643 during the calendar year 1910 to \$8,620,324 in 1911. One American company spends over \$10,000,000 a year in Turkey in buying and preparing tobacco.

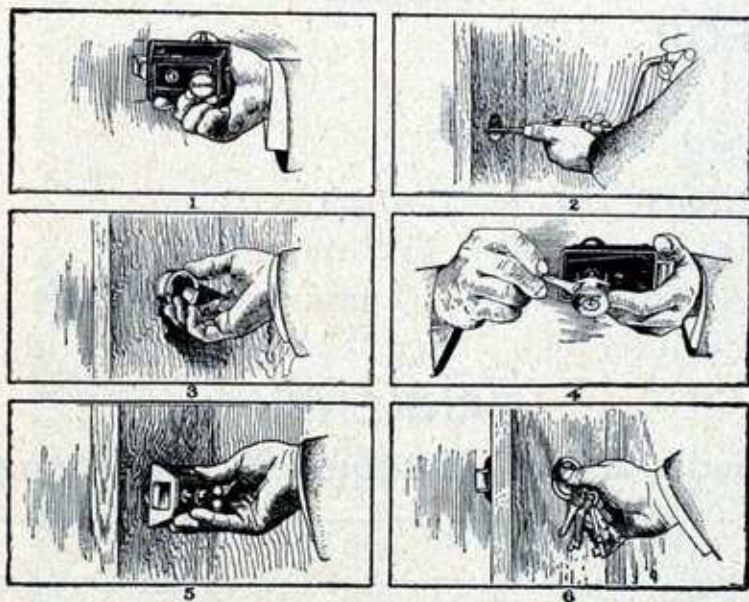
The opium exports from Turkey in 1911 amounted to about 3,500 cases, or one-third of the 1910 shipments. Prices rose from \$3.25 per pound, c.i.f. New York, in February, 1911, to \$7.30 in December. A recent development of this trade is the basing of contracts on a certain percentage of morphine, which compels the shippers to analyze all opium exported. The average opium shipped contains 11 per cent morphine.

American Licorice and Soap Works—Foodstuffs and Sponges. — The third largest American business establishment in Turkey is maintained by a New York concern exporting licorice. It is the oldest American commercial firm operating in Turkey and has establishments at Bagdad, Alexandria, and Smyrna. The manufacture of soap is of special importance in Palestine and Syria, and an American factory at Haifa manufactures soap from olive oil for export to the United States. Cottonseed and corn oil from the United States have recently been widely substituted for olive oil in the making of soap in Turkey.

The importation of Turkish cheese into the United States, which started in 1910, promises permanent development. The cheeses exported are of a variety peculiar to Turkey and are dry and tasty. Coffee is grown in the Province of Yemen and is exported chiefly through Aden and Hodeida, the exports to the United States being relatively small. The most delicious dates known are grown in the lowlands of Mesopotamia. The exports amount to nearly \$2,000,000 a year, the principal buyers being Great Britain, France, and Russia.

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BANKERS:

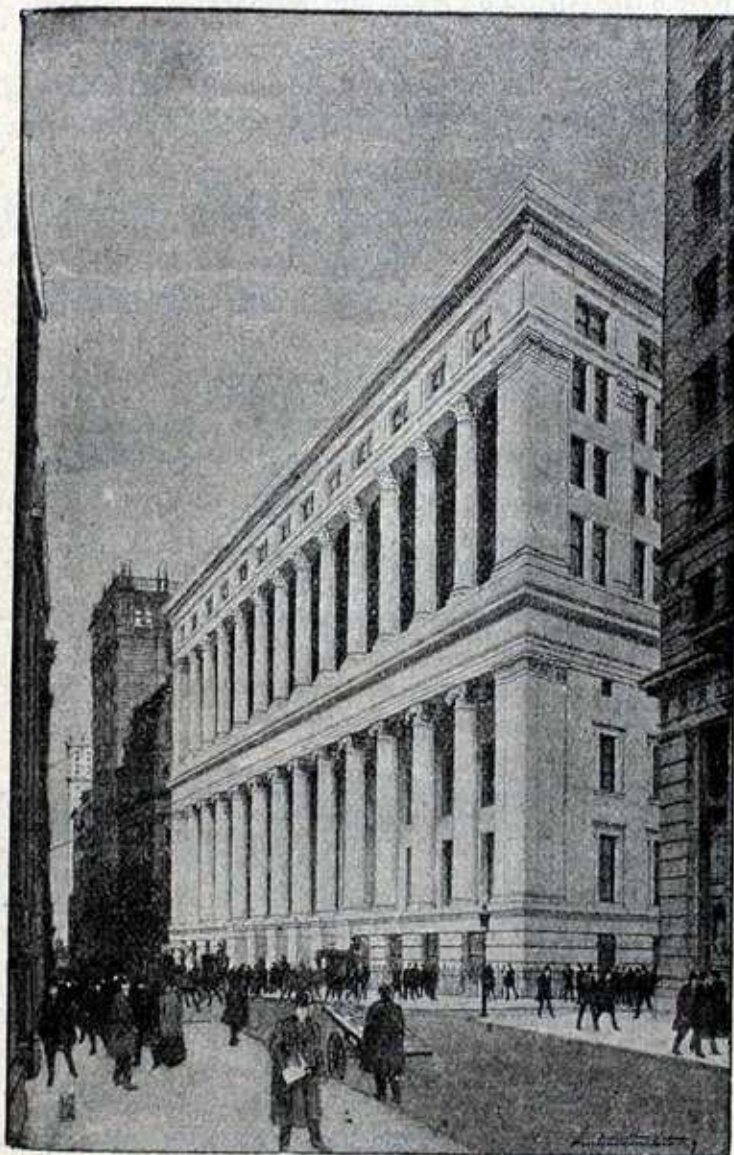
Lloyd's Bank.—Banque de Salonique.

Sponges of especial softness and fineness are gathered in the territorial waters of the Ottoman Empire. The exports amount to approximately \$400,000 annually, the principal markets being Trieste, Piræus, and London.

Coal and Other Mineral Resources.—Heraclea coal is gaining in reputation, and the annual output now amounts to about 800,000 tons. It is shipped to Roumania, Constantinople, Smyrna and Piræus, but most of it is sold for bunkering to vessels calling at Zongouldak. Other coal fields, ranging from ordinary lignite to anthracite are known to exist in Turkey; while mineral deposits of importance are those of emery, chrome ore, copper, and marble. Great supplies of the last-named article in matchless varieties of color are found on the coast of the Sea of Marmora and elsewhere, most of them unworked. Eski Shehir practically supplies the entire world with meerschaum. The work of mining is still pursued in the most primitive fashion with picks and knives. The output goes almost entirely to Vienna, the average annual value being about \$300,000. Why American dealers should buy meerschaum in Vienna instead of at the production point is not apparent.

Turkey has many hot and mineral springs, the most famous being those at Brussa and Tiberias, which only await foreign capital to gain renown among the health resorts of the world.

Dull Year in Carpet Trade — Laces and Embroideries.—In 1911 the carpet trade in Turkey was dull. Cholera had a depressing effect upon



THE NATIONAL CITY BANK, NEW YORK CITY.

the business and Americans did not buy extensively. Some buyers shipped direct from Persia. Further amalgamation of Turkish rug companies with the Oriental Carpet Manufacturers (Ltd.), which is in the nature of a trust, introduced a certain amount of hesitation into the trade. Great Britain, Germany, and the United States are Turkey's best customers for carpets.

The consular returns indicate that crocheting and embroidering is growing into a national industry of importance, the United States being perhaps the largest consumer of Turkish laces and embroideries. Syrian lace is found as durable and as attractive as the Irish variety and is cheaper. The needlework exported from Syria is largely the product of Armenian girls of Aintab and vicinity, working under American instruction. Crocheting is particularly a Lebanese industry.

General Export Statistics.— Turkish customs statistics fail to give the full volume of exports and imports, nor do they correctly show the countries of destination and origin. The total exports were probably in reality nearer \$125,000,000 than \$80,000,000:

According to Turkish statistics, the United States ranks eighth among the nations buying from Turkey, but the invoices declared at the American consulates give a total of \$19,929,629 in 1911, placing the United States second, following Great Britain, whose imports from Turkey aggregated \$26,697,739. France ranks third, with \$19,334,161. These estimates are based on the official returns of the respective countries.

Imports by Countries.— The imports for 1909-10 were divided by countries as follows:

Countries.	Value.	Countries.	Value.	Countries.	Value.
United States...	\$2,259,588	Greece	\$1,744,578	Spain	\$365,899
Austria	27,672,867	Italy	13,242,072	Switzerland.....	225,303
Belgium	4,654,203	Netherlands .	3,430,705	Tunis	117,415
Bulgaria	5,242,749	Persia	3,171,292	United Kingdom .	38,794,636
Egypt	4,615,605	Roumania...	5,012,873	All other countries	892,085
France	13,976,828	Russia	11,049,009		
Germany	9,715,712	Servia.....	4,493,578	Total.....	147,276,997

The total exports, both direct and indirect, from the United States to Turkey may safely be placed at more than \$5,000,000 per annum. It will be noted that the balance of trade against the United States is large, but the increase in America's exports to Turkey during 1910-11 indicates that a radical change is taking place in American relations with Turkey. Henceforth the shipments from the United States to Turkey will probably grow faster than the American imports from that country. According to the official statistics of the United States, the exports from that country to European and Asiatic Turkey amounted to \$2,357,672 during the fiscal year 1909-10 and \$3,940,053 in 1910-11. The official British statistics give Great Britain's exports to Turkey as \$41,974,197 in 1910 and \$45,026,324 in 1911.

The preliminary figures of the Ottoman customs for the imports during the year ended March 13, 1911, give the total for that year as \$172,530,000, so that the correct total for the year, including nondutiable articles, probably exceeded \$200,000,000. The preliminary returns for the customs receipts

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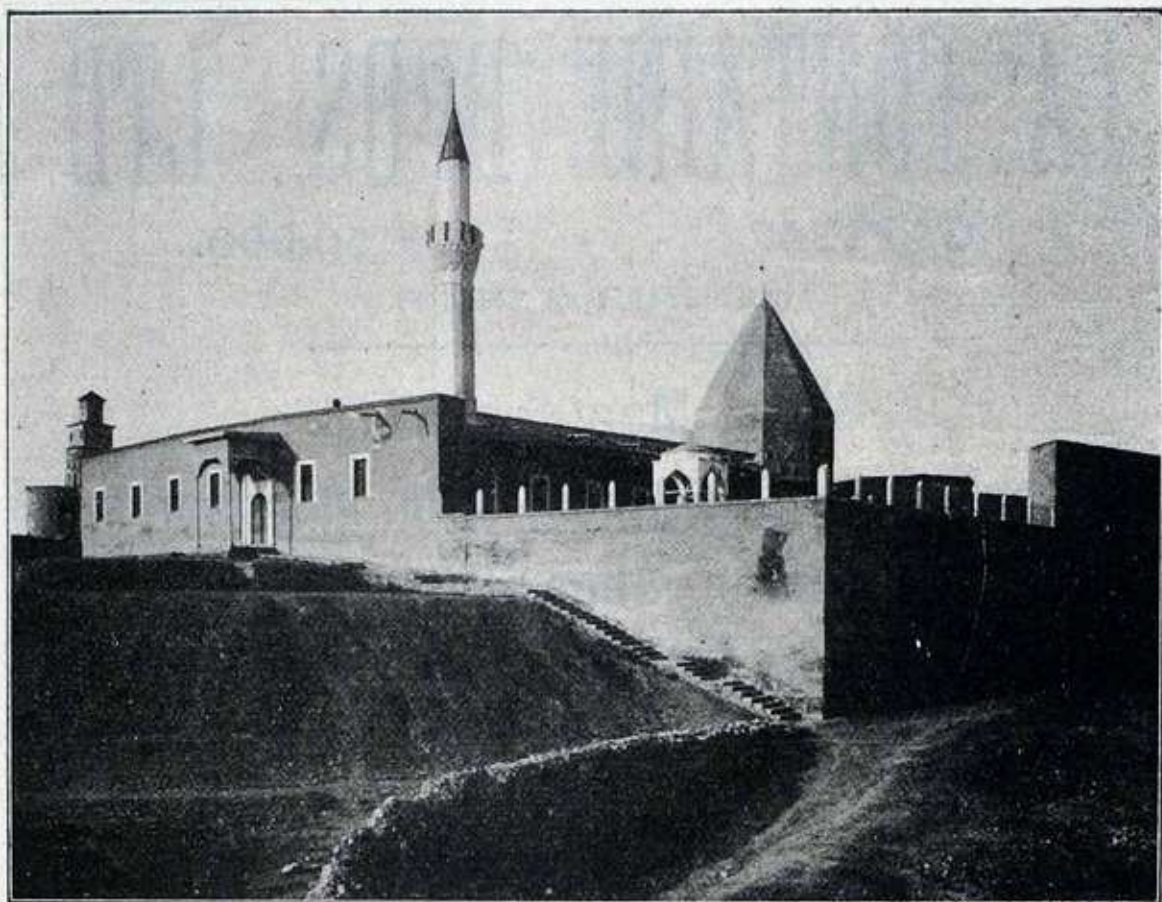
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MOSK OF ALA-ED-DIN, KONIA.

for 1911-12 show an increase of \$644,630, which is especially remarkable in view of the fact that Turkey was at war with Italy during 5½ months of that period.

Imports of Various Oils.— Cottonseed oil represents the largest value of any single item of export from the United States to Turkey, amounting in 1911 to about 50,000 barrels, valued at about \$1,500,000, against 36,000 barrels in 1910 and 20,000 barrels in 1909. These imports are not as dependent as formerly on the fluctuations of the olive crops, and cottonseed oil seems likely to continue growing in favor, both as a substitute for butter and lard and in the manufacture of so-called olive oil. Its use as a salad oil is also spreading in the Levant.

American petroleum, with its allied products, is forging into first rank among American exports to Turkey, with the growing demand there as a consequence of the industrial awakening of the country. The Vacuum Oil Co. is operating from Cairo along the Syrian and Karamanian coasts, with depots at Yaffa, Beirut, and Mersina, and the Standard Oil Co. is branching out from Constantinople, maintaining tanks and warehouses at Smyrna and Saloniki. The latter company began its active pushing of sales in Turkey in 1911.

The decline in the use of American oleo oil which set in shortly after its introduction into Turkey, gave place to a rise in 1911. The imports fell from

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22,000 barrels in 1904 to 8,312 in 1910, and then rose to 10,000 barrels in 1911. The decline in the imports of this oil was caused by several factors, including the increased cost of beef and its by-products and the application of the pure-food law in the United States, which stopped the making of the cheaper grades of oleo oil. These grades are now imported from Argentina and Australia. The present rise is attributed by some to the loss of sheep in Turkey during the winter of 1909-11 and by others to the alleged shipments of inedible oil to Piræus, where the marks are obliterated and the oil subsequently shipped into Turkey to be mixed with better grades and sold as edible oil.

Rubber and Leather Goods.— American rubber shoes now sell in Turkey to the amount of \$350,000 annually in spite of Russian, Austrian, and other competition, and the business in growing, being favored not only by climatic conditions, but by religious customs requiring that soiled footwear be discarded on entering a place of worship. American leather shoes also have an excellent reputation here. American shoe exports to Turkey have risen steadily from \$4,146 during the year 1906-7 to \$43,322 in 1910-11, according to the export statistics of the United States.

There is a healthy demand in Turkey for American leather, both sole and upper, and glazed kid is sold here freely. American leather belting, which is just entering Turkish markets is also in demand. Several thousand pairs of American leather gloves were recently furnished to the Turkish War Department for use by soldiers in handling barbed wire. American harness and saddles may also be sold for army use. About \$140,000 worth of American leather was sold in Turkey in 1911.

Cotton Goods Trade.— Turkey annually consumes about \$50,000,000 worth of imported cotton goods and cotton yarn, coming from practically every manufacturing nation, including Japan. American direct exports of cotton goods to Turkey during the five fiscal years ended June 30, 1911, amounted to the following sums: \$249,453, \$164,999, \$288,735, \$272,310, \$335,327. The classes of cotton goods sold in Turkey, in the order of their importance, are: Prints, gray goods, bleached goods, and colored or yarn-dyed goods. Prints include the ordinary shirting prints, printed flannels, and barchent, the latter being printed on one side and napped on the other.

In gray goods the demand is for a heavily sized product weighing about 2.5 to 3 yards per pound in the 32-inch width, which is the most popular. All widths, from 30 to 50 inches, can be sold, however. The dealers prefer the goods 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 fine muslin and madapollams. In general they follow the same widths as gray goods. The finish is important, a soft linen finish being preferred. In prints, goods 27 to 29 inches wide are the most popular. A quality selling for 6 to 7 cents per yard is in great demand. The designs in vogue here should be furnished and these are not nearly so conservative as those sold in the so called "toile de vichy", which is known in this country as gingham. This is usually 36 inches wide and comes in various qualities, selling at 7½ to 10 cents per yard in Constantinople.



**HENDRICK-HUDSON APARTMENT HOUSE,
NEW YORK CITY.**

Courtesy of Messrs. Rumsey & Co., Seneca Falls, N. Y.

Increasing Market for Machinery.—The increasing cost of labor in Turkey, amounting to about 50 per cent in the past two years, and the impetus given by the new conditions to the industrial development of the country are causing rapid growth in Turkey's machinery requirements, both in volume and variety. At present the strong demand is for motive power to develop the natural resources of the land and the market is open for oil, gas, and electrical engines for use in shops, mills, factories, mines, docks, elevators, road building, harbor construction, irrigation works, heating and lighting plants, waterworks, and agricultural operations. Machinery for use in the same lines is also needed. Turkey affords an extensive field for the introduction of agricultural machinery, but there is also a widening chance for industrial machinery, as the spirit of industrial enterprise is taking hold of the people.

Turkey has hitherto sent its raw materials abroad, to be returned in the form of manufactures, but the manufacture has already begun here, on a small scale, of flour, paper, glass, cloth, cottonseed oil, cement, tiles,

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furniture, leather, ice, and other necessities employing modern machinery, which the Government admits free of duty. Special opportunities exist in Turkey for the sale of machinery for flour mills, sawmills, pumping, wood and metal working, ice making, building and electrical work. Laundry machinery is as yet unknown here, and cash registers, for which this country is now ripe, are practically so.

Share of United States in the Machinery and Ironware Trade.—

Great Britain, Germany, and Belgium chiefly supply the machinery imported, while the United States furnishes a share of the agricultural implements, pumping machinery, sewing machines, and typewriters; these items amounting, respectively, for the fiscal year ended June 30, 1911, to \$133,639 (mostly reapers, steam plows, and thrashing machines), \$22,564, \$17,230, and \$18,143. In the engine trade, the share of the United States amounted to only \$22,794, while it furnished only \$3,713 worth of windmills.

The showing of the United States in the trade in hardware and tools is even more disappointing. During the fiscal year 1911 the United States supplied to Turkey \$1,097 worth of steel, \$16,690 worth of iron sheets and plates; \$12,840 worth of wire; \$42,583 worth of builders' hardware and tools; \$1,486 worth of cutlery; no structural iron or steel; \$496 worth of wire nails, against \$84,009 in 1907, no rails. The American share of the trade in pipes and fittings is more encouraging, having grown from \$13,076 in the fiscal year 1910 to \$38,287 for the following fiscal year, and American iron tubes at present have a strong position in the Constantinople market. American exporters sold some \$5,000 worth of stoves and \$3,000 worth of safes in Turkey last year, and this trade is capable of extensive development.

Considerable quantities of American hardware articles, especially meat grinders, ice-cream freezers, coffee mills, razors, locks, hinges, screws, nuts, bolts, firearms, and ammunition, reach the Turkish market indirectly, chiefly from Hamburg, but the United States can increase its trade here in manufactures of iron and steel by a little effort. American galvanized and corrugated iron roofing has recently been introduced here and it is claimed that American wire nails will soon appear again in Turkey, in competition with the Belgian product.

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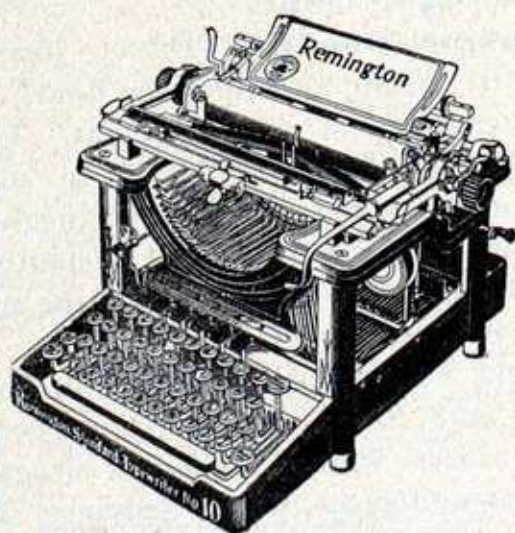
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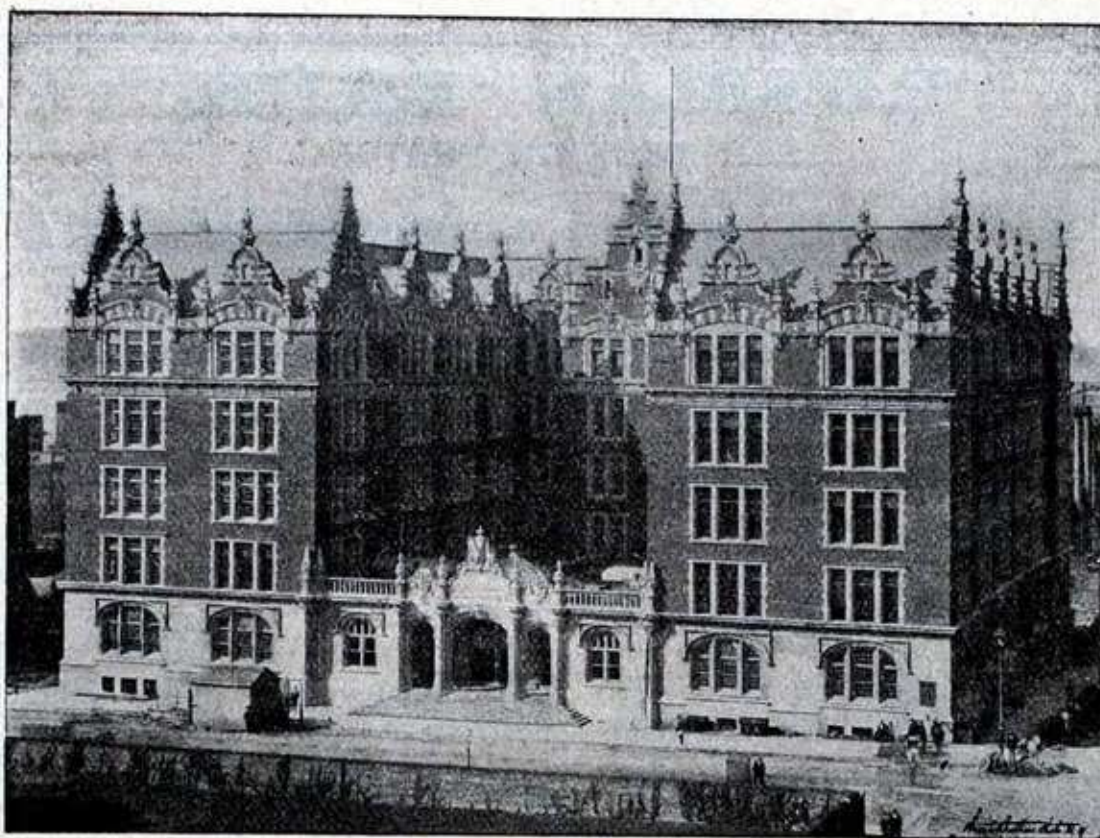
American products and manufactures.

Good Market for Wood Manufactures—Coal.— American furniture, especially roll-top desks and other office and school furniture, already has a safe foothold in Turkey. Efforts are now being made to establish connections in all kinds of American lumber, particularly for pitch pine and plain deal, in preference to the Scandinavian product. American manufacturers of doors, sash, and blinds, builders' hardware, central heating plants, plumbers' supplies, elevators, etc., should enter this field, as Turkey is entering upon an era of general building operations, which will include not only residences, apartment houses, office buildings, and warehouses in the large cities, but also farmhouses, factories, bridges, and other improvements throughout the interior provinces. The Government is asking for bids for the construction of prisons, barracks, and other public buildings.

An American firm recently undertook to supply 100,000 tons of American coal to the Egyptian State railways, and keen interest is taken in Constantinople in the possibilities of American coal for the Levant generally. Important results are expected from pending negotiations. With the practical certainty of a direct steamship line between New York and the Levant being started during 1912, it is safe to assume that both soft and hard American coal will be sent here in increasing quantities.

Opportunities for Other American Goods.— Direct steamship facilities will also open up a fair market in Turkey for American flour. Such shipments are now hindered by the necessity of transshipment. Turkey requires large quantities of flour and other breadstuffs from abroad and the opening here for American white corn meal should not be neglected. American cornstarch and glucose sell well here, one firm in Constantinople buying 2,500 barrels of American glucose last year. This firm has the agency for Turkey, Greece, Southern Russia, Persia, and Egypt.

Other American articles which should be especially pushed in Turkey include automobiles, bags, biscuits, face and fire brick, carriages, cement, cottonseed 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, oilcloth, boiled linseed oil, paints and varnishes, playing cards, paper and stationery, phonographs, perfumes, photographic supplies, radiators, and refrigerators.



A MODERN PUBLIC SCHOOL BUILDING, NEW YORK CITY.

Courtesy of Messrs. Rumsey & Co., Seneca Falls, N. Y.

Étonnants Progrès de la Production de Houille Américaine.

(Traduit d'un article paru dans "The Black Diamond", Chicago, Ill.)

L'Amérique a surpassé cette année, toutes les nations productrices, ce qui est dû probablement à la plus grande connaissance des Américains des divers emplois de la houille comme combustible.

Les chiffres de production durant la période 1897-1910 tendent à prouver que l'Amérique a extrait de son sol de la houille qui est incomparable à n'importe quoi que ce soit d'aujourd'hui, car l'Amérique en sachant profiter de cette supériorité a dirigé pendant cette période-ci, le monde commercial.

Il est généralement concédé par les économistes que la période en question a marqué l'étape par laquelle toutes les nations dans leur essor ont

conquis la place prépondérante qui leur revenait commercialement. Les Etats-Unis d'Amérique d'après cette classification détiennent la toute première place comme puissance commerciale du monde.

La pré-éminence des Etats-Unis en tant que qualité et quantité de production houillère est étonnante. Ainsi, la moyenne des statistiques compilées par les nations civilisées accusait une augmentation de production de 83%. Durant la même période, la production de la houille atteint aux Etats-Unis 150%. Pendant cette même période l'Angleterre le plus grand concurrent exportateur des Etats-Unis ne faisait qu'un progrès de 30%. C'est-à-dire en moyenne la production des Etats Unis dépassa de cinq fois celle du Royaume Uni et de deux fois la production du monde entier.

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Pour être exact, venons en aux chiffres, la production du monde en 1897 fût de 631.000.000 tonnes; en 1910 elle atteignait 1.154.000.000 tonnes. L'extraction aux Etats-Unis en 1897 donnait 200.225.000 tonnes; en 1910 elle sautait à 501.600.000 tonnes. Celle du Royaume Uni passait de 202.125.000 tonnes en 1897 à 264.300.000 tonnes en 1910.

Cette distance remarquable qui sépare les deux compétiteurs comporte plusieurs raisons dont voici quelques unes.

Premièrement, l'Américain a, pour les multiples emplois auxquels la houille sert, la meilleure qualité de charbon du monde en général.

Secondement, et ce qui est plus important, aux Etats-Unis on a su avec le charbon obtenir la puissance locomotrice la meilleur marché. Voilà en somme ce qui explique notre colossal développement. Donc, l'Américain, en sachant employer le charbon a obtenu la puissance la moins coûteuse. Ayant la force, il a appris à fabriquer à bon marché. Ayant en somme de la marchandise peu coûteuse il a naturellement trouvé un débouché facile. Et, c'est la vente des produits de manufacture américains—simple résultat de la profusion de combustible—qui a donné aux Etats-

Unis cette suprémacie commerciale de l'univers.

Il est de toute importance que les consommateurs de houille étrangers, désireux de prospérer—se servent de la houille américaine et étudient les modes d'emploi américains. Ce sont ces deux choses que les Etats-Unis procurent définitivement à l'exportation.



Balkan Bread.

The modern baker makes use of three methods of fermentation in his bread-making—yeast rising, sour dough or salt rising. Though there is nothing new under the sun, a fourth method has arisen in Bulgaria and Turkey which has not yet been much observed. The home makers in the Balkan region prepare a local bread that has a pleasant taste and a fruity aroma not usual in other wheat breads, although it is made of fine white flour. The sour dough or yeast is prepared by pulverizing two-thirds of an ounce of the seeds of *cicer arietinum* in a mortar, mixing it with salt in an earthenware vessel, where it is treated with three pints of boiling water. The container is then wrapped in a woolen cloth and stands twelve or fifteen hours at a temperature of 95° to 104° F. It then foams and gives off gas, after which the principal part of the liquid is poured off, wheat flour is added, and the whole is kneaded to a dough which is called "kwas-sec." This mixture is the housewife's yeast.—*American Miller.*

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IN THE WHOLE OF TURKEY.

Journalism in Constantinople.

(From *The Orient*.)

In these days of martial law and press censorship the facts of today become the fables of tomorrow, and one cannot be absolutely accurate as to figures. Still, the amount of newspaper enterprise in Constantinople will come as a surprise to many. There can be no questioning the fact that the populace in the capital reads far more papers today than it did five years ago. The number of dailies is on the increase, and while many are as ephemeral as Jonah's gourd, a paper that gains a steady circulation of 5,000 may be said to have financed itself. There are probably ten or a dozen dailies in the city with a circulation of from 10,000 to 20,000 each.

As for figures, there are in these days about twelve dailies in the Turkish language; besides one, the *Asia*, in what is vulgarly known as Karamanludja, or Turkish printed in Greek characters, for the Greeks of the Karamanian region who use Turkish; and one, the *Djéridé-i-Sharkié*, printed in Turkish with the Armenian characters, for Turkish speaking Armenians. The *Azadamart*, an Armenian daily, has a column or two in Arabo-Turkish also. The chief of these Turkish dailies are the *Ikdam*, *Sabah*, *Tanzimat*, *Yeni Gazetta*, *Alemdar* and the much-suppressed, many-named *Tanin*. For the benefit of our readers it may be added that Turkish has no alphabet of its own, but makes use of the Arabic alphabet with the addition of a few extra forms. There are in Greek some seven dailies, chief of which are the *Tachidromos*, *Proodos*, *Ameroliptos* and *Neologos*. Of Armenian daily papers there are about the same number, those with the widest circulation being the *Puzantion*, *Azadamart* and *Arevelk*. Besides these there are six dailies in foreign languages. The *Levant Herald* has two columns in English and the rest in French. The *Osmannischer Lloyd* is half German and half French. The others are all in French, namely, *La Liberté*, *Jeune Turc*, *Stamboul* and *Moniteur Oriental*, two

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

of these are morning papers and the other two appear about noon or in the evening.

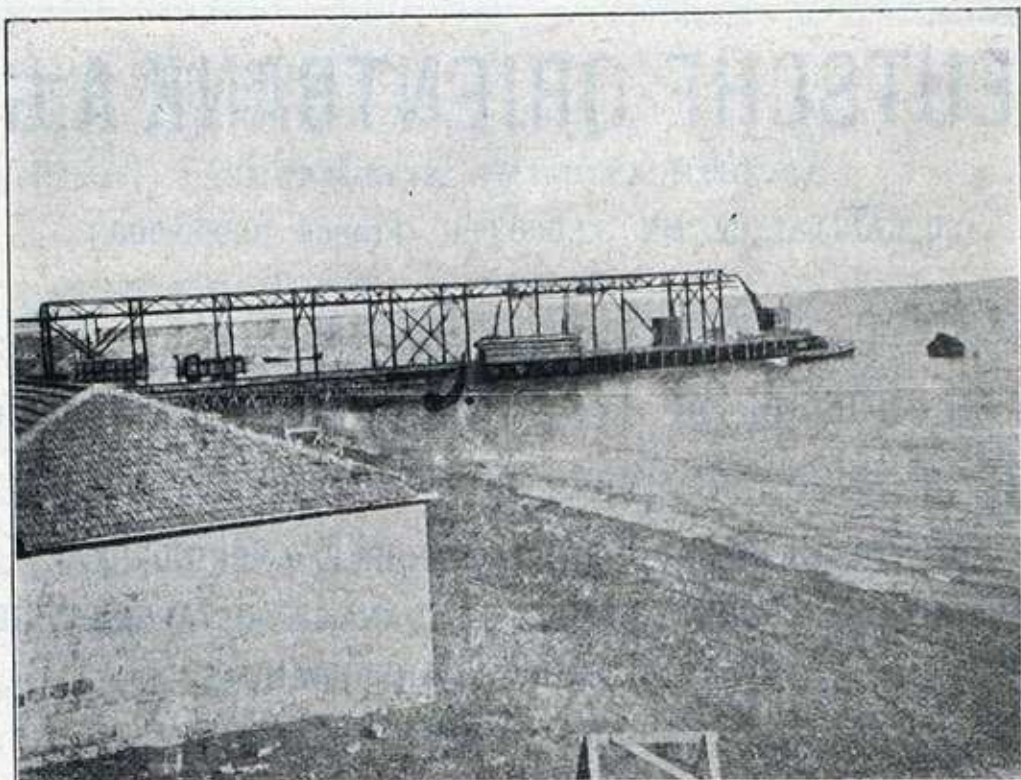
With very few exceptions, these dailies consist of four pages, one of which is filled with advertisements. The Greek *Proodos* has from six to eight pages. Many of them insert occasional illustrations, but owing to the quality of the paper used, these sometimes fail to illustrate.

Not one of the daily papers maintains a large force of reporters. Most of them have correspondents at various points in the Empire and publish letters occasionally from them. Some have their own arrangements for telegrams from abroad but in the main the telegrams published are obtained through the various agencies, such as the Fournier, National, Constantinople, and the official but not always reliable Ottoman Agency.

Besides these there are a number of comic papers appearing in the Capital, since the establishment of the Constitution.

There is in the Oriental a deep, rich vein of humor, the classic illustrations of which are in Aristophanes' comedies and in the tales of Nasreddin Hodja. While some of the jokes in the comic papers of today do not suit the standards of western taste, and while the art of illustration has not yet reached the grade of *Life* or *Punch*, yet genuine ability and no little originality is exhibited in some of these weeklies. They have sprung up, in spite of many suspensions owing to too great freedom of cartooning public characters, and attain a considerable circulation. The Turkish *Kalem*, partly in French, led the way; and its Turkish confrères are *Djem*, *Eshék* (=Donkey), *Karageuz*, and *Ghuduk*. In Greek there are *Ano Kato*, *Kodon*, and *Ap'Ola*; and in Armenian, *Gavrosh* and *Gouldouk*.

If anyone is totally unacquainted with the extent and variety of weekly and monthly periodicals issued in Constantinople, the list would very much surprise him. There are, aside from the comic papers,



AERIAL CARGO RAILWAY AT MERSINE.

at least twenty-four such in Turkish, fifteen in Armenian, and others in Greek, Hebrew, Spanish, Albanian, Bulgarian, Servian and Arabic, besides English, French and German. They represent the fields of religion, literature, science, law, medicine, commerce, politics, agriculture, and the army and navy. Some are very finely illustrated. Those devoted to religion represent all grades of thought; that especially devoted to Mohammedanism is the *Irshad-i-Islami*.

In all, there are printed in this city some fifty to sixty weekly and monthly periodicals. Some of these have a large circulation outside the capital, but most of them are limited in their constituency. With the gradual decrease of illiteracy, there is a growing demand for such publications. The difficulty is that the larger call is for the less substantial and desirable sort of reading. When press censorship again ceases and conditions become more normal, we look for an increasing output of good, invigorating and educating periodical literature.

Members of the Chamber are invited to advertise in *Levant Trade Review*.

Aerial Cargo Railway at Turkish Port.

[By Consul Ed. I. Nathan, Mersine.]

The handling of cargo at Mersine will be greatly facilitated and expedited by an aerial railway which is now being constructed. It consists of a single-rail line about 500 meters (1,640 feet) in circumference running to the end of a pier and around a large warehouse and railroad yard. It will be operated by electricity. A special power house has been erected, equipped with a dynamo of sufficient energy to give power to the railway and furnish light for the railroad yard and buildings.

At present all cargo must be brought to and from vessels in lighters, and is then handled by porters (*hammals*), who give the goods considerable rough treatment. The railway is intended to replace in a large measure the use of these porters, for trucks and hooks which will suspend from the rail will be lowered directly into the lighters as they lie alongside the pier. The cargo will then be transported to cars in the railroad yard or

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to the warehouse. As this railway is at the terminus of the Mersine-Adana Railroad, which is also the feeder of the new sections of the Bagdad Railroad, much cargo to and from the interior of Asia Minor will be spared some of the rough handling it has hitherto experienced at this port.

Farming in the Dardanelles District.

The disorganisation of all commercial and agricultural business caused by the recent war with Italy and the present war with the Balkan confederates is the outstanding fact of the situation here. A moderate harvest has been more or less garnered amid untold difficulties. The marketing of it has been facilitated by the necessities of the large bodies of troops who were until lately quartered in this province and by the purchase of beans and barley made by the British firm of C. Whittall & Co. at a time when other buyers were too scared to purchase on any large scale. The depopulation of the country has made further progress through the military conscriptions and the flight therefrom by non-Musselman youths. The sowing of the winter grain began about the 5th of November as compared with the 3d of December in 1911, until which late date the rains held off last year. But the plows at work are few and far between, and this season's sowing will be of the scantiest. Some of my fields are being plowed by children, of whom the youngest is ten years old, an infant *muhadjir*, who wields the native plow with astonishing ability and gets through daily half an acre with ease. His elder brother, aged fourteen years, has an easier time, for he only does the sowing and then squats down in the shade of a tree and watches the plowing of the seed. They both seem quite happy, though they have had no news for weeks of their father who went to fight in Roumelia and may never return.

The phenomenal crop of valonea which promised so greatly this last summer has been wasted. Half of it is lying un-

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"AMBRA"—	" " " "
"CRYSTAL"—	" " " "
"LA PERLA"—	Choice Summer White,
"NECTAR"—	" " " "
"IMPERIAL"—	" " " "

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gathered and rotting under the trees from which it has fallen, many owners having been deterred from gathering it by the co-incidence of the high price of labor and the low price of valonea. Those who did gather it are now lamenting their enterprise, finding themselves several piasters out of pocket for every quintal they sell. The estimates of the crop, which ranged up to half a million quintals have now come down below 250,000; and if similar conditions have prevailed at Smyrna, forward sellers at the present rubbish prices may find themselves in a tight concern. The vitality of the trees must have been reduced by the heavy crop they had to carry and to carry to its full maturity. It would have been otherwise if the crop had been beaten off when half ripe as is usually done. The valonea oak is always benefited by a good thrashing and might well be ranked with « a wife, a carpet and a walnut tree » which according to the old English rhyme, « the more you beat them, the better they be ». The weakening effects of a full crop and immunity from their customary treatment may result in short yields for quite a series of years to come.

The olive crop of this year is almost a complete failure.

Respectfully submitted,

F. R. J. Calvert.

Thymbra Farm, Dardanelles, Nov. 23, 1912.

The Kinematograph in the Balkans.

A considerable number of kinematograph operators have been dispatched to the Balkans in order to secure permanent records of the course of events in that region during the exciting times of the war. The lives of these persons have been, in several cases, insured at Lloyd's on the basis of 8 guineas per cent for a period of six months, the risk covered being described as "accidents." It is not quite clear whether underwriters intend to pay in the event of a stray shell coming into collision with any of the kinematograph representatives or merely to accept the risk of ordinary casualties. In any case this class of business is entirely new and serves to emphasise the extraordinary enterprise which characterises the managers of the film companies which supply their wares to the picture palaces which now abound in every district. Without doubt the portrayal of actual fighting capable of being viewed from the ease and safety of an armchair will appeal to European and American audiences, assuming, of course, that the operators return alive with satisfactory results.

"THE LEVANT HERALD"

(ESTABLISHED IN 1856.)

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

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"THE LEVANT HERALD AND EASTERN EXPRESS", WEEKLY BUDGET, is published every Saturday in English and French, and contains principally Eastern matter selected from the columns of the daily issue.

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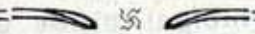
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The Uplifting of the Egyptian Peasants.

What the Government is Doing.

Seed for small cultivators.—

The Egyptian Department of Agriculture has recently issued a circular to the headmen of the different villages of Lower Egypt to the effect that a certain quantity of the best kind of cottonseed has been obtained for distribution among small farmers. In order to obtain this seed farmers make application to the *sarrafs*, and those requiring less than three *ardebs* may obtain the same on credit, payment to be made together with the November installment of taxes. The varieties of seed available to small farmers in Lower Egypt in this way are: *Affifi*, *Yannovitch*, *Nubari*,

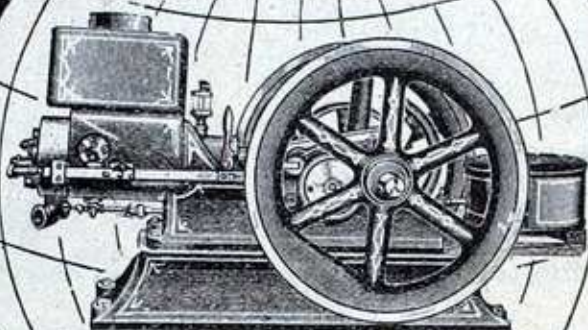
Abbasi, *Sakellarides*, *Vollos* and *Assili*.

Land Distribution Scheme:—

The following lines from a recent number of *The Near East*, regarding another scheme which was recently inaugurated by Lord Kitchner, give an comprehensive idea of the steps which are now being successively taken by the Egyptian Government for the financial uplifting and economic betterment of the peasant classes in Egypt:

As a result of the drainage work which is being carried out in the Gharbian Province, an area of about 650 *feddans* has become available for cultivation in the neighborhood of Biala. Of this area, 40 *feddans* have been allotted to the Provincial Council for the construction of a practical agricultural school, and Lord Kitchener took the opportunity of his visit to Biala to perform the ceremony of laying the foundation stone. The other 610 *fed-*

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

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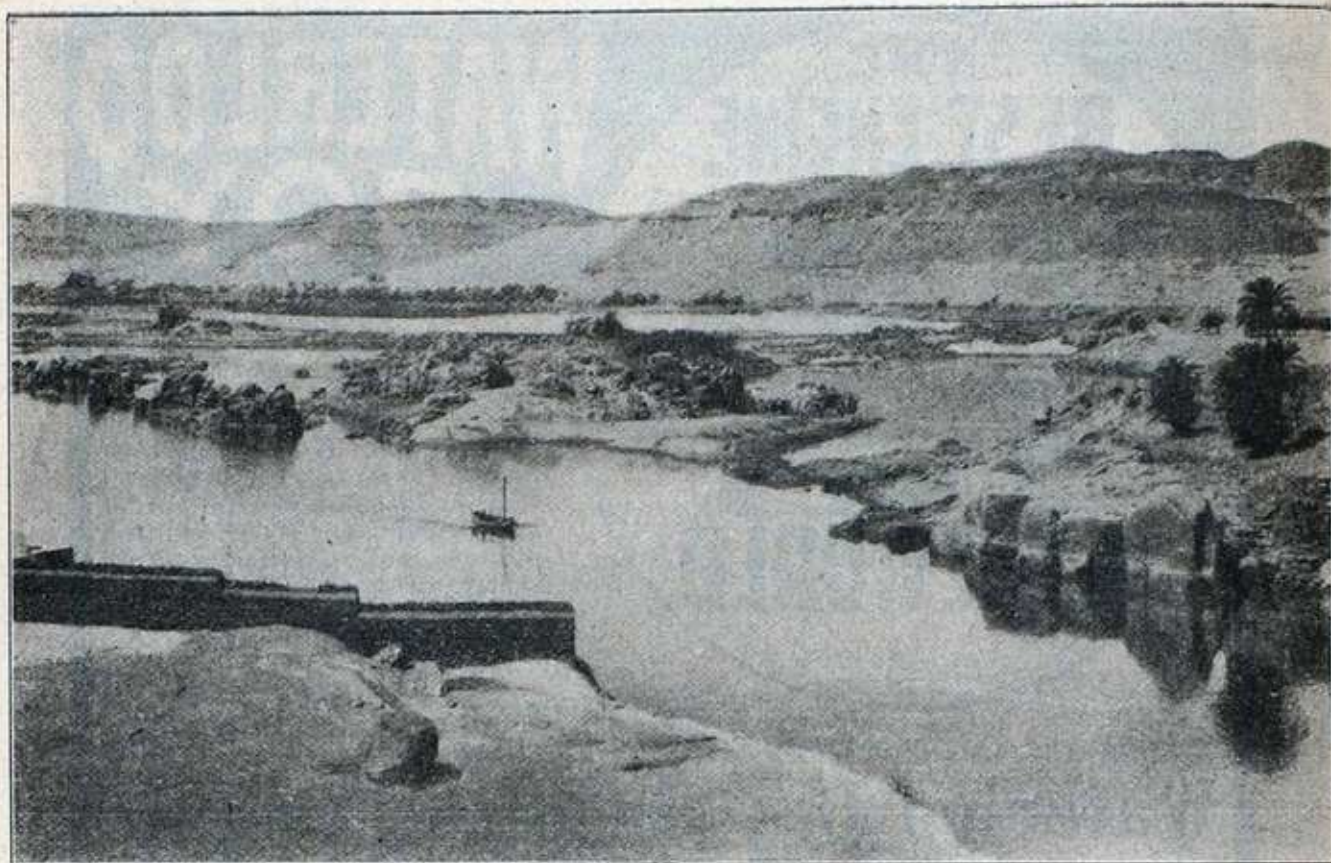
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ASSOUAN.

dans have been divided into 422 plots, each of five *feddans*, and have been distributed to that number of *fellaheen* who possess no land.

The inauguration of this distribution was made the occasion for much ceremony and rejoicing. Tents were set up and *fellaheen*, to whom the scheme has appealed in a wonderful manner, came over from all parts to witness it. The distribution was done by lottery. In one tent was a large table on which was spread out a map, showing where the 422 plots were situated, each plot being distinguishable by a number. Two urns stood on the table, and in the presence of Lord Kitchener and Moheb Pasha, the Governor of the Province, two small boys were called up from amongst those present and were told to take out each a slip of paper from one of the urns. In one urn had been placed the names of the *fellaheen* who were to receive the land, and in the other the numbers of the 422 plots. As each man's name

and the number of the plot he had drawn were called out by Moheb Pasha, he entered the tent and signed, or sealed, or made his work on the agreement by which the land was being leased to him.

It must not be thought that this is a free distribution of land in the true sense of the word. It is being leased to these cultivators on terms which are tantamount to those of a gift, but there are certain obligations attached to the lease. Summarised, the conditions are as follows:—

1. The land is rented to the *fellah* for a period of three years, at an annual rental of P.T. 1 per *feddān*, starting from November 1, 1912. During this period, the lessee has to reclaim the land and render it fit for cultivation.

2. If he does this the lease will be extended for a further ten years, starting from November 1, 1915, at an annual rental of P.T. 105 per *feddān*, plus an additional sum equal to the land-tax levied on similar lands in the district.

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3. If the tenant cultivates the land in a satisfactory manner and pays the rent, etc., regularly, at the end of the ten years the lease will be renewed for life at an annual rental of P.T. 5 per *feddan*, plus an extra amount for land tax.

4. Should the tenant not have made the land fit for cultivation by November 1, 1915, the Government will take the land away from him without paying him any compensation.

5. The tenant has to clear the drains and canals running through or passing his plot, and if he does not do so, the Government will execute the work at his expense.

6. The tenant is entitled to transmit the lease to anyone against payment of a sum of money as compensation, if the consent in writing of the Government is obtained. The Government will agree to the transmission, if it is in favor of the tenant's son or nearest relative, and if his age is not less than eighteen and he is of good conduct.

7. Should the tenant become unable to continue the cultivation of the land under reasonable circumstances, and should he wish to transmit the lease to another cultivator, whose age is not less than eighteen, and whose conduct is good, he may do so if the prospective lessee is not already a tenant of the Government lands and if the Government approves of this transmission.

8. The lease is cancelled by the death of the tenant, but if, before his death, he has made a written request for the lease to be handed on to any one of his sons, the Government may grant a new lease on the same conditions to that son, provided his age is not less than eighteen and his conduct is good.

9. If the deceased tenant has left no such written request, the lease may then be handed on to the eldest son, if he accepts it and is qualified, or, failing him, to any son in order of birth, provided he is qualified to receive it.

10. The Government has the right to

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PERA BRANCH, 12, Tépé Bacli, (Estab. 1900.)	KADIKEUI BRANCH, 21, Muhurdar Djadessi, (Estab. 1903)	STAMBOUL BRANCH, 15, Rue Eski Zaptié, (Estab. 1907)	BOOK BRANCH, 9, Tunnel Han, (Estab. 1909)
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N.B. — All communication to be addressed to the Society, and not to individuals.

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N.B. We solicit Agencies of responsible Manufacturers of every line of goods who wish to extend their export trade.

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CONSTANTINOPLE

take back the land without paying any compensation whatsoever, if the tenant fails to pay any of the sums due on the land or does not execute the conditions.

From the foregoing conditions it can be seen that, provided the *fellah* carries out the work of reclamation on his plot of land and cultivates it as he should, his five *feddans* become a family holding, which, since it is held by lease from the Government, cannot be alienated by any of his creditors. The rental is just nominal enough to give the Government a permanent hold on the land, and the *fellah* will be able to benefit to the full by his labors.

☞ COTTON IN TURKEY.

The cotton crop for the Aleppo district will most probably be an increase over that of 1911, as there was a larger area planted than ever before. In 1911 the crop totalled some 12,000 bales, and this year it is expected to reach 15,000 bales, or 3,630,000 lbs.



† MAJOR JOHN M. CARSON. †

† Major John M. Carson. †

With deep regret *Levant Trade Review* informs its readers of the death of Major John M. Carson at his home in Philadelphia on September 29th. Major Carson was for many years chief of the Bureau of Manufactures, Department of Commerce and Labor, Washington, D.C. Born in Philadelphia in 1838, he was for several years a compositor, enlisting at the outbreak of the civil war, commissioned lieutenant, and subsequently promoted. After leaving the army in 1864, Major Carson engaged in newspaper work in Philadelphia and in 1873 in Washington, and was for many years the Washington correspondent of the *Philadelphia Public Ledger*.

After resigning as Chief of the Bureau of Manufactures, Major Carson was sent out on a prolonged tour as Special Commercial Agent and visited Europe and the countries of the Levant, where he had many ardent admirers. Extracts from his reports were published in Vol. I, Nos 1 & 2 of *Levant Trade Review*. Major Carson had always taken a keen interest in the welfare of the *American Chamber of Commerce for the Levant* from the very beginning of its existence, and in December, 1911, he was elected to Honorary Membership. The Chamber expresses its deep sorrow at the death of Major Carson, for whose memory it will always have the highest regard.

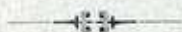
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Merchant.

DRIED FRUIT.

Seeds and all sorts of Turkish produce.

Importer of American
Manufactured goods.

Canned Fruit and Vegetables in Turkey.(Translated from the *Deutsche Levante-Zeitung*)

Orientalers are especially great lovers of fruit and vegetables, and do not wish to be without them on their table even in winter, and when nature gives them nothing fresh in this line, they take to canned goods, to preserves. The consumption of these is very great, and is supplied partly by local manufacture and partly by imports from abroad. Turkey produces vegetables in abundance, especially in the vicinity of the seacoast, and consequently there is no lack of raw products for the canning industry. The Turkish vegetables differ greatly, however, as regards their value, and are not as good as the fine German and French varieties.

Among others, the *bakkals* or grocers, engage in the preserving of vegetables in their free hours. The apprentices and assistants are required to prepare them, when they have nothing else to do, and they are cooked in an old petroleum tin in a corner of the store and then sealed in cans weighing an oke (2.8 lbs) each. These canned vegetables, naturally, are not the best which could be desired; they are poor in quality, badly prepared and cooked, but on the other hand very cheap, and the buyers do not desire anything better. Of course vegetables cooked and prepared in such an imperfect manner do not keep long. Of vegetables growing here the following are canned in the way mentioned: beans, peas, bamias, tomatoes, artichokes, etc. The price of the same amounts to from 2 to 2½ piasters per can.

Tomato ketchup or sauce which is made here in great quantities is deserving of especial attention. The Orientalers have an especial veneration for tomatoes which they relish in every imaginable way: raw, as a salad cut in slices, filled with rice and meat, and baked. They are also added as a seasoning to most dishes, even to roasted meats. Even the meat which is roasted on spits must be crowned

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for the manufacture of carpets in all the
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LONDON E. C.

SMYRNA.

Telegraphic Address:

**PROTOPAZZI,
London.**

Sole Award, Chicago, 1893,

Gold Medal, Brussels, 1893,

Gold Medal, Athens, 1903.

Telegraphic Address:

**STASSINOPULO,
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Dried Fruits & General Merchants

Patentees of the Celebrated "Protoben" Figs

Juda & Salmona
 IMPORT - EXPORT
GENERAL COMMISSION AGENTS
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 Steamship
AGENTS and BROKERS
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 Telegraphic Codes:
 Scott's Code 6th Edition 1885.
 Reprint 1892, and A. I. Code.
Salonica,
Turkey.

on top by a full tomato. In order not to be obliged to relinquish] the tomato in winter, it is made into ketchup during the summer. The ripe fruit is crushed in kegs, and the mush is then allowed to ferment. Then it is pressed through coarse cloths and is hung up in loosely woven sacks to drip. Finally it is laid in thin layers on boards and cloths, in order that it may dry thoroughly in the air and in the sun. As soon as the marrow has thus become hardened, it is packed in receptacles, which are made air-tight by a layer of fat. This ketchup or sauce is used as a seasoning and flavoring for meats.

A peculiar kind of preserves is the *türshü*, a kind of pickles. For this, cabbage, onions, squashes, cucumbers, beans, egg plant, cauliflower, turnips and beets are used. The preparation is very simple and consists in cutting up these vegetables fine and placing them in salt water. The *türshü* is very much in favor, and a great lover of the same is the former Grand Vizier, Said Pasha. The water

soured in this way is regarded as very healthful, and the fact that three soldiers died of cholera last year after drinking the same, is the exception which proves the rule.

Vinegar preserves are made to a less great extent, and the above mentioned vegetables are those used. Preserved fruits are manufactured in Turkey in only three varieties, namely, *pekmez*, *pestil*, and olives.

Pekmez is made from the juice of grapes. This is thickened by cooking over a slow fire and constant stirring, during which process certain sweet-smelling herbs are added. The thickened juice is either sold as sirop or the process is continued until the juice is thoroughly hardened. Then it is allowed to cool and is laid out in thin cakes on boards to dry in the open air for the space of several days. Hereupon the mush which has cooled is mixed with walnuts and kneaded around strings forming in this way a sort of sausage. In this form it is called *djeviz-pekmez*.

Pestil is prepared from apricots and plums. These fruits are cooked, their pits taken out, and thickened. The cold mush, which must not be burned, is then spread on zink-plated copper sheets, and is then warmed from beneath by means of a slow fire. In this way the slices dry quickly and are cut into strips and rolled together. *Pestil* keeps for a long time, and is eaten either raw or is soaked in water and cooked into sauce.

Olives are laid either in salt water or in barrels in salted laters. In the former case they remain green and hard, in the latter they become black and soft. The consumption of olives is very great, as they are almost the only other food eaten by the poorer classes with their dry bread. The preparation of canned vegetables described at the beginning of the article is to a certain extent a house-industry, but there are some real preserving factories in Lampsaki, Kartal, etc., which, in addition to vegetables also manufacture fish preserves.

The better grades of canned vegetables are imported from abroad, partly from France, and partly from Italy. Germany is creditably represented with its Brunswick asparagus and its Strassburg sauerkraut.



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BEST THE WORLD OVER



Because of
PRESTIGE —
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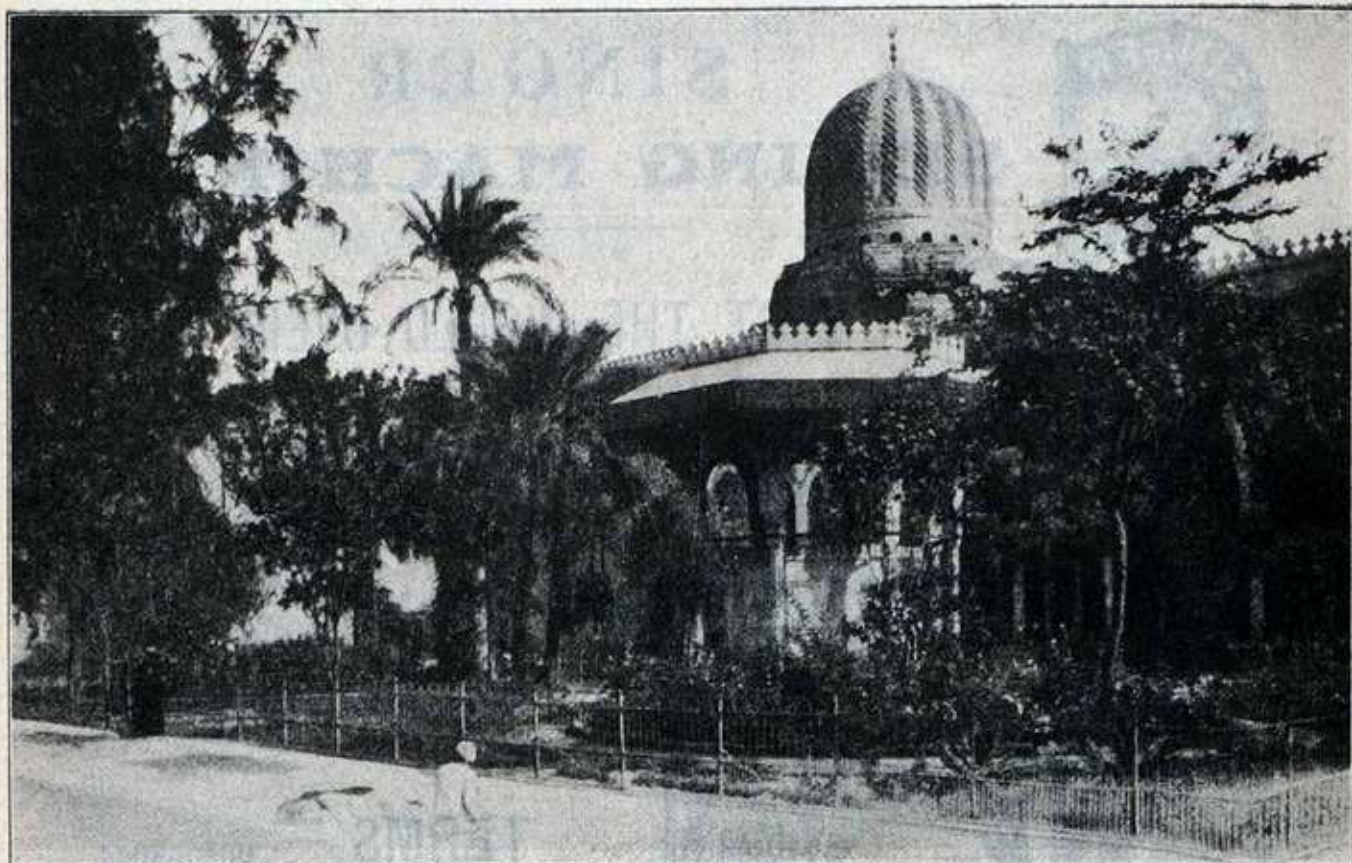
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Sewing Machine

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MOERIRT MOSK, CAIRO, EGYPT.

The Egyptian Market.

Owing to the absence of the President of the *American Chamber of Commerce for the Levant* in Cairo, recently established, the directors and members could not do much towards the main objects, i. e., the promotion of American interests in Egypt and the encouragement of commercial relations between Egypt and the United-States of America.

Our President has attended the Boston Congress and returned to Egypt with the best impressions of the New World.

The *Cairo Branch American Chamber of Commerce for the Levant* intends to select the most active and interested of its members to interest in a special manner in accordance

with the requirements of the country, the American manufacturers.

It is, however, beyond doubt that the task of such a committee would be very hard unless it can rely in an absolute manner on the support of the American Consulate-General in Cairo, and *Levant Trade Review*, which undoubtedly serves the common interests of the countries directly concerned.

From the personal experiences of the writer in the Levant trade with America, Egypt would present a large field of business for American manufacturers who would study carefully the commercial customs and habits of the country.

I could mention many general points, but generalities seldom convince and give a weak impression of what is actually wanted.

CORN PRODUCTS REFINING COMPANY. NATIONAL STARCH COMPANY.

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Manufacturers of:

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

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

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

Crude Maize Oil for soapmakers & painters.

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

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

General Representatives for the Levant:

GILCHRIST WALKER & Co., Limited.

Tchinili Rihtim Han, Constantinople.

Subagents all over Turkey, Egypt, Greece, Persia & South Russia.

GILCHRIST WALKER & Co.

ESTABLISHED IN TURKEY OVER 30 YEARS.

IMPORT. -- EXPORT.

Commission Agents — Forwarding Agents

Steamship Agents, Coal Merchants, Ships Brokers.

Tchinili Rihtim Han, Constantinople.

Agents for some 150 Steamship owners and Lines (British and Foreign) running to Turkey and Black Sea, &c., including White Star, Orient Line, Ellerman Line, Anglo-American Oil Company, &c.

SEVERAL THOUSAND TONS OF ALL DESCRIPTIONS OF COAL FOR STEAMING
AND BUNKERING ON STOCK AT ALL TIMES.

Coal dépôts Constantinople & Benderecli.

DIRECTORS OF

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FOR TURKEY, EGYPT, BULGARIA AND GREECE.

BANKERS:

NATIONAL PROVINCIAL BANK OF ENGLAND, Ltd.

IMPERIAL OTTOMAN BANK, — CREDIT LYONNAIS.

Representatives throughout Turkey.

The following example is a striking illustration of what usually happens to every commission agent and merchant who attempts to enter into business relations with the United States.

Six months ago my firm had the pleasure of advertising in this Review that we were interested in a certain article of American manufacture.

In reply we received a *circular* letter from certain first class manufacturers, probably the largest in their kind, in which we were offered their goods. Notwithstanding the long distance that separates us, the manufacturers did not deem it necessary to supply with their first letter sufficient details, or illustrated catalogues to present their goods in a way that would save time in negotiations.

In reply we wrote them a long letter in which we gave statistics of the business that could be done in their goods, if they would study carefully the requirements of the country and conform to its commercial habits. We explicitly submitted the following conditions on which business could be done.

We wish to repeat these important conditions for general information and we should only be pleased to receive comments and remarks from all readers of *Levant Trade Review*, as we think it would be a good plan if these conditions usually submitted by Levant merchants, were thoroughly discussed.

We wrote :

We are anxious to find an American firm who would be as anxious to export their goods to Egypt as we are to sell them for them in this country. If you are disposed to do so, we would be willing to discuss the following conditions on which we consider business can be done in Egypt on a scale that would be worth our while :

1^o *Agency*.— You would give us your sole agency for Egypt for a period of, say, three or four years.

2^o *Commission*.— You will reserve us a reasonable commission on all orders that may be passed to you directly or indirectly and which would be regularly settled.

Payment of our commission to be half-yearly on the 30th of June and 31th of December.

3^o *Samples*.— You will supply us with a complete set of samples to present your goods to customers.

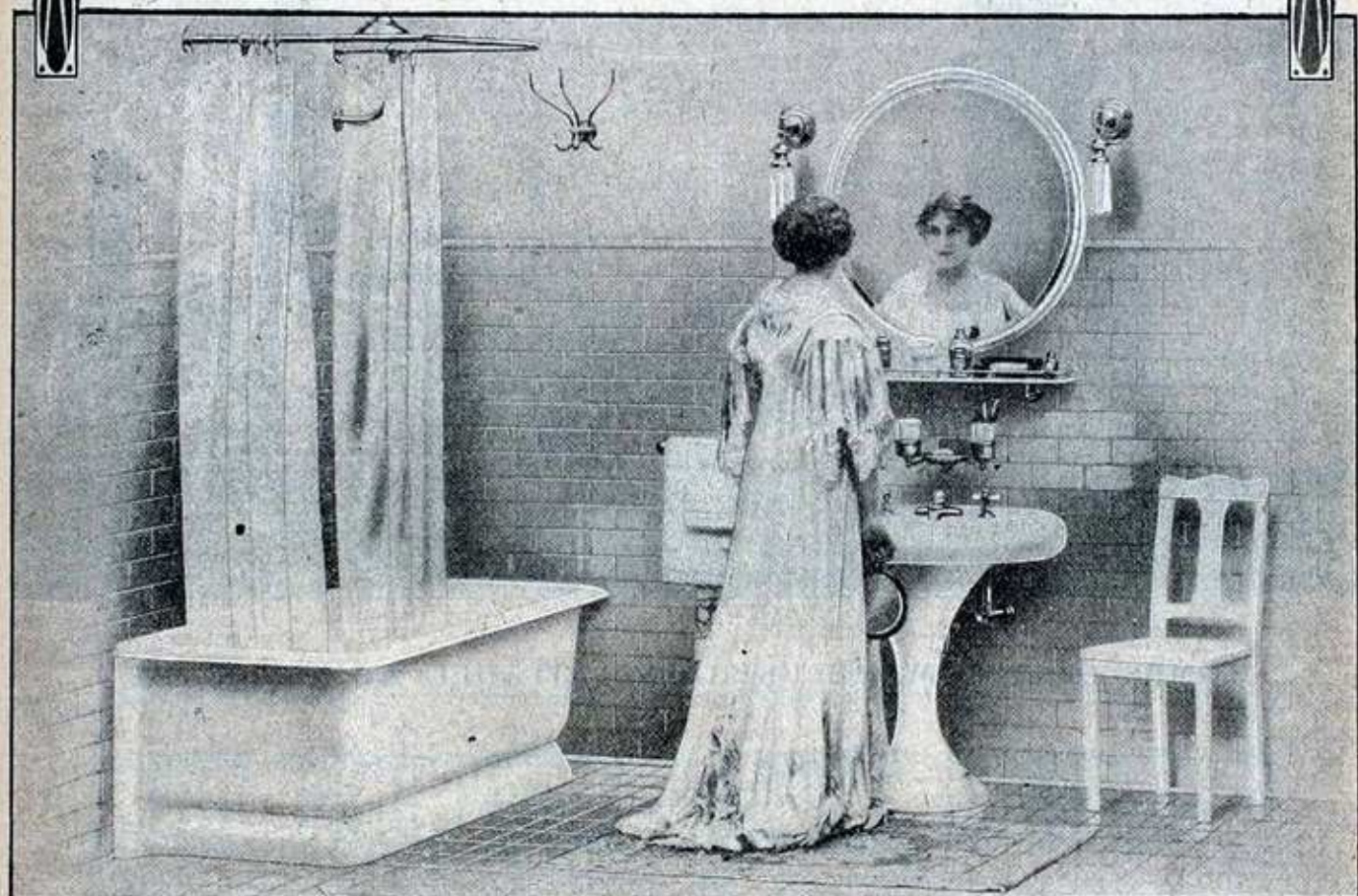
4^o *Delivery*.— Most of the American firms quote prices for delivery free in factory or f.o.b. New York. This system is most inconvenient and hampers business greatly, because it is evident that a customer before passing his order must know the cost of the goods in Egypt, and it is much easier for you to calculate what would be the freight and insurance from New York to Alexandria (the chief seaport in Egypt) than it is for an Egyptian customer to find it out. You will have therefore to quote us prices for delivery c.i.f. Alexandria (cost, insurance and freight included). You will have therefore to negotiate freight and insurance and base your prices on the cheapest.

5^o *Payment*.— The mode of payment that is practised in Egypt for your goods is against 3 and 6 months acceptance. You will have therefore to allow this credit to customers whom we would recommend to you; being sure that we would only put you in business relations with first class firms of good solvability and we would endeavor to reduce the credit to the minimum.

If you would apply to the following establishments they would give you all necessary information about our firm and when you are entirely satisfied that we are the proper persons to push your goods and protect your interests as if they were our own, you will have to abide as far as possible to our reasonable recommendations.

In reply to the above letter dated the 8th October 1912, we received an

"Standard" GUARANTEED PLUMBING FIXTURES



BECAUSE "Standard" Guaranteed Plumbing Fixtures possess every attribute of perfect sanitary equipment, they insure comfort and economy, and enhance a building's value. The "Standard" Bath illustrated above, tiles into the wall and floor, allowing absolutely no space for moisture or dirt. There is no occasion to clean under or back of it, and water splashed on the walls drains into the bath. This fixture is being rapidly adopted by those who appreciate the utmost beauty and refinement and the highest degree of sanitation.

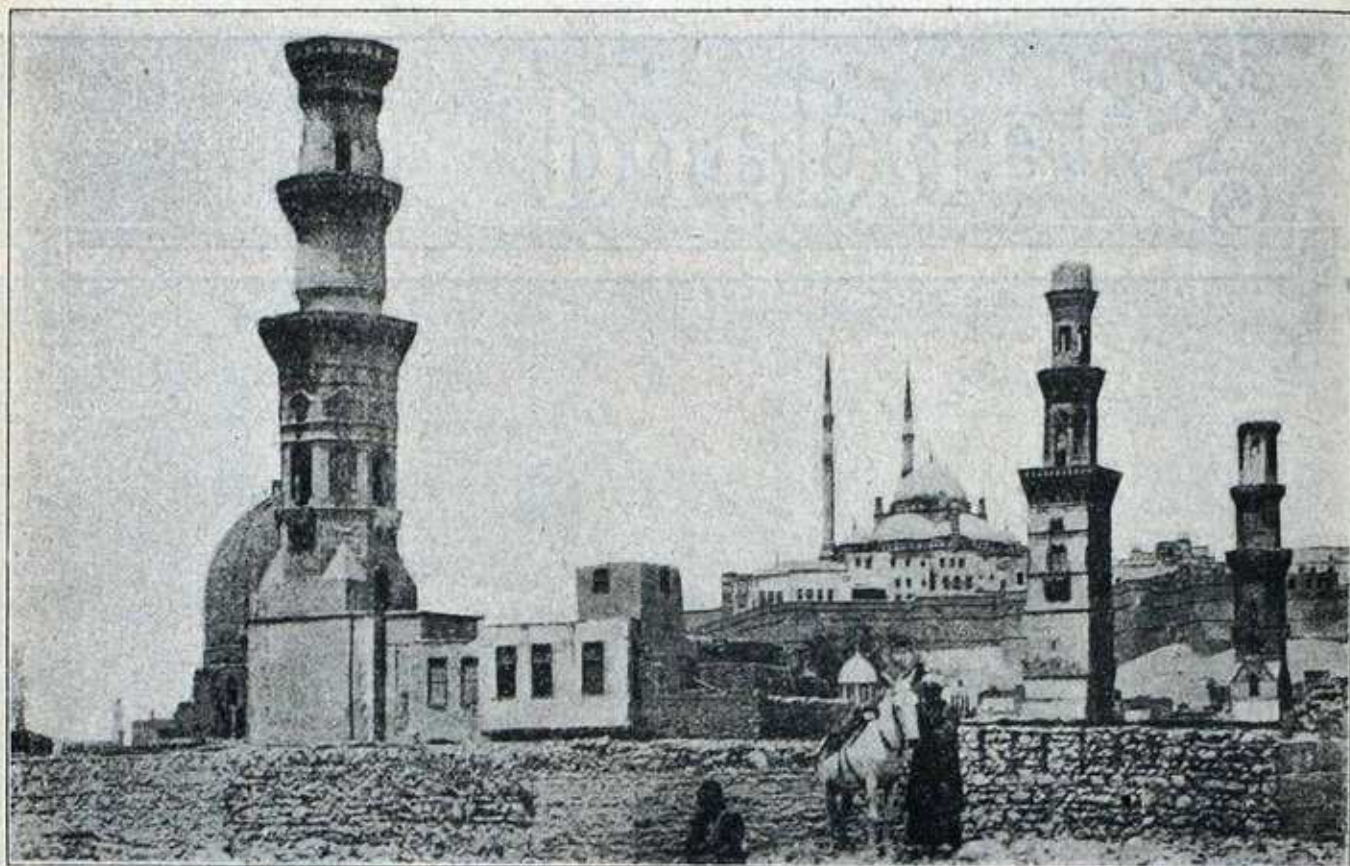
Genuine "Standard" fixtures for the home and for Schools, Office Buildings, Public Institutions, etc., are identified by the Green and Gold Label with one exception. There are two classes of our Guaranteed Baths, the Green and Gold Label Bath and the Red and Black Label Bath. The Green and Gold Label Bath is

triple enameled, it is guaranteed for five years. The Red and Black Label Bath is double enameled, it is guaranteed for two years. If you would avoid dissatisfaction and expense, install guaranteed fixtures. All fixtures purporting to be "Standard" are spurious unless they bear our guarantee label.

Send for a copy of our beautiful book "Modern Bathrooms." It will prove of invaluable assistance in the planning of your bathroom, kitchen or laundry. Many model rooms are illustrated costing from \$ 78 to \$ 600. This valuable book is sent for 6 c. postage.

Standard Sanitary Mfg. Co.

HEAD OFFICES FOR EUROPE: 59/60, HOLBORN VIADUCT, LONDON, E. C.



TOMBS OF THE MAMELUKES AND CITADEL, CAIRO, EGYPT.

answer dated the 23rd of November, i.e. 45 days after.

In that letter the manufacturers express their great desire to do business, but still they stubbornly stick to their usual conditions, I mean conditions prevailing and acceptable perhaps in America.

With regard to credit they write :

Price's of our goods are based on 30 days, less 2% if paid within 10 days.

We would suggest that you make arrangements with some good commission firm in New York or banking house, by which we would receive payment against ships' documents, or if you prefer to send us a deposit, say 40 or 50% of the amount, we would collect balance by draft attached to bill of lading, less 20%.

From our long experience in the export business, we have found this to be the most satisfactory way, thus giving the buyer the benefit of the lowest cash prices.

I wish to analyse this off handed proposal :—

It results that first class manufacturers suggest to a firm of commission agents to make use of another commission firm in New York and give them a commission for a business on which their services or intervention are absolutely superfluous.

They ask us alone to make arrangements with a banking house, who would pay the manufacturers the amount of their invoices against shipper's documents in New York. Why, these manufacturers ought to know that it is not in the attributes of banking houses to make such operations, unless they have been covered with the equivalent amount or monetary guarantee.

It is absolutely absurd for any business man to expect merchants

in Egypt or in the Levant to remit money in advance and wait two, three and four months to receive the goods.

They ask us further to send a deposit representing 40 to 50% of the amount of the order and have them collect the balance by draft attached to the bill of lading.

Need we comment any further on such an unfeasible proposal?

The manufacturers further state that they have found this to be the most satisfactory way. We should think they did, but we should like them to investigate the matter and find out if by adopting this mode of payment they have not lost 99% of the business that they could have done, had they conformed to the usual business conditions.

With regard to the c.i.f. delivery prices the manufacturers wrote us

that it is impossible for them to quote c.i.f. Alexandria prices, as they say all would depend on quantities shipped. This is alright, but they surely can quote c.i.f. prices on a certain fixed quantity of say, half a ton, one, two, three tons weight of their goods, when they can very well calculate the cost of transportation and freight much better than a merchant in Egypt can.

Even if we were to admit that the cost and freight on two shipments of the same weight might be slightly different this cannot surely work out to more than one half to one per cent, which is not a heavy loss for a manufacturer, while it is always a subject of contestation to the Egyptian customer who thinks his interests have been neglected and the goods cost him more than he anticipated.

The manufacturers do not seem to

THE PROCTER & GAMBLE COMPANY

CINCINNATI, O., U. S. A.

Producers and Refiners of Cottonseed Oil

BOREAS	Prime Winter Yellow
VENUS	Prime Summer White
STERLING.	Prime Summer Yellow

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Pirocaco Brothers

SMYRNA, TURKEY.



Planters and Exporters of TURKISH LEAF TOBACCO

Cable Address:

"PIROCACO", SMYRNA.

have troubled themselves with making exhaustive inquiries about our firm. Although we referred them to the leading banks, all Chambers of Commerce in Egypt, and to the American Consulate-General in Cairo. This is also an undesirable proceeding as before manufacturers enter into any commercial discussion they ought to enquire with whom

they are dealing and give faith and facilities accordingly.

Now after a discouraging reply to the main points of the application for the agency, we would have been quite justified in giving up the matter and filing the correspondence, but we thought it better to insist and try by every means to get the American manufacturers to see matters in the same light as we do, when we hope something can be done.

We have purposely avoided mentioning names of manufacturers and kinds of articles, but we intend giving a call to the American Consul-General in Cairo, who we find most anxious to give all possible help and we are confident that *Levant Trade Review* will also lend its sincere and disinterested support.

Our object also is to make this particular example, which we have exposed in details, the matter of public discussion on which both American manufacturers and commission agents and merchants in the Levant could express their opinion.

Respectfully submitted,

G. J. SASSINE,

of Sassine & Louvari Frères.

Cairo, December 1912.



Cairo Branch American Chamber of Commerce for the Levant.

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P. N. MACDONALD	Secretary
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PANAYOTTOU	

A MESSAGE

To the Readers of the Levant Trade Review

In displaying on this page an enlarged picture of our trade mark VICI KID circled by a horse shoe, we desire to fix in your mind the trade mark of the originator of chrome tannage. This was accomplished by Robert H. Foerderer after years of research and experimenting and when successful he called his product VICI KID and registered same in the Patent Office at Washington. We want you to know this was accomplished by him and by him only. Today he has many imitators but no others make nor can they make the KID. We are enterprise of the Review to send the shoe manufacturers those countries are seeking to We want you to of VICI KID your orders. We know that of taste and given a great shoes made of know the leather wears longer and



original VICI abled by the en-Levant Trade this message to facturers of with whom we extend our trade. know the merits and we want want you to women and men refinement have popularity to VICI KID. They looks better, is more comfort-

able than any other. Probably you already know these facts as VICI KID is used in every country of the habitable globe but to those who do not know the merits of VICI KID we have entrusted the Levant Trade Review to carry this message. A trial will convince you and will secure us a permanent customer. Made in all grades to suit all requirements in Black and Brown of all the popular shades. Send for a Book of cut samples to the originator and only maker of VICI KID:

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Exporter of Skins,
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Special department: finest qualities

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CHARLES T. RIGGS, Editor.

W. W. PEET, Esq., Treasurer.

Address. **BIBLE HOUSE,**
Constantinople.

Les Progrès de l'île de Porto Rico

Le gouverneur Colton de Porto-Rico a publié dernièrement son rapport annuel qui parle éloquemment des progrès accomplis, et qui a créé un effet remarquable non seulement aux Etats-Unis mais de par le monde. Monsieur Colton fait remarquer que sous la domination espagnole les exportations de Porto-Rico s'élevaient à 125,000,000 de francs annuellement tandis qu'actuellement elles se montent à 250,000,000 de francs par an. De même que les valeurs mobilières et immobilières, les salaires ont aussi doublé depuis 1905. La récolte du café de Porto-Rico a atteint l'année passée le record de production de l'île, quoique la moyenne partie ait été vendue en Europe et le reste aux Etats-Unis. Porto-Rico est d'une importance remarquable en tant que facteur du commerce général américain, tandis que l'importation et l'exportation entre Porto-Rico et les Etats-Unis s'élevaient à 10,000,000 de francs par an respectivement, Porto-Rico nous expédie actuellement des produits s'élevant à environ 175,000,000 de francs et nous en achète pour 185 millions de francs. D'importants travaux d'irrigation et devant coûter 15 millions de francs sont entrepris par le gouvernement, ce qui augmentera énormément la production agricole. En d'autres termes, des progrès marquants ont été accomplis dans toutes les branches de l'activité humaine. En 1899 plus de 83% des habitants étaient illettrés. Avec l'introduction par les Etats-Unis d'un nouveau système d'éducation et de la réorganisation du système scolaire, il advint qu'en 1910 plus de 111,000 élèves, commencèrent à fréquenter plus de 1,000 écoles

Cable Address: "HARPOOTLIAN", CONSTANTINOPLE.

KEVORK HARPOOTLIAN

Banker, Miner, Importer,
Exporter and Commission Merchant.

N° 39, Buyuk Yeni Han and N° 9, Bible House,
CONSTANTINOPLE, TURKEY.

EXCELLENT BANKING FACILITIES AND CONNECTIONS THROUGHOUT
THE ENTIRE TURKISH EMPIRE.

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

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

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

Oriental Skin Company, Limited

CONSTANTINOPLE

Telegraphic Address: "OSCO"

DIRECTORS:

W. J. H. Whittall }
 F. E. Whittall } of the firm of J. W. Whittall & Co.
 Max Bachman,
 W. C. Mountain.

Dealers in every description of Airdried, and Drysalted Goatskins, Kidskins, Sheepskins, Lambskins, Hareskins, Mohair Goatskins, Salted Roans, Furskins, Basils, Dog Puer, etc., etc.

Pickling Factory at Yédikoulé.

et 1,000 élèves suivirent des cours de hautes études, de même que les classes du soir instruisaient environ 8,000 autres.



L'Exportation d'Automobiles Américaines.

(Traduit de l'*American Exporter*)

Les Etats Unis ont vendu en 1911 à l'étranger des automobiles d'une valeur totale de 150.000.000 de francs contre 5.000.000 de francs en 1901. D'après le Bureau de la Statistique ce chiffre comprend les machines vendues à Porto-Rico et à Hawaï. Le nombre de machines exportées s'élève à 21.757 d'une valeur de 5.000 francs environ chaque; (les automobiles expédiées en dehors du continent des deux Amériques revenant à 8.000 francs chaque).

De même que l'exportation la production pour les besoins domestiques s'est prodigieusement accrue, car il est à noter

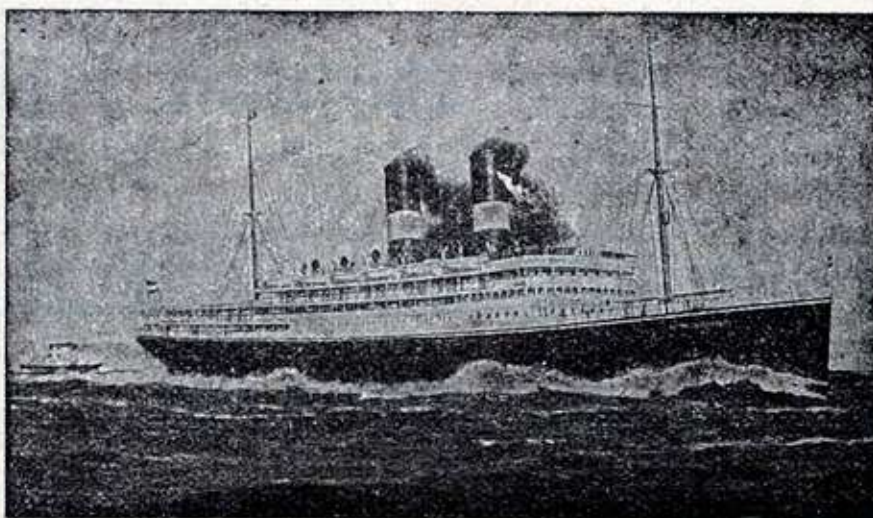
qu'en 1899 les automobiles manufacturées aux Etats Unis cette même année représentaient une valeur de 23.740.000 francs, tandis que l'année 1909 a vu ce dernier chiffre bondir jusqu'à 1 milliard 246 millions de francs, pour ces deux mêmes années le total des salaires payés se chiffraient à 6.605.000 francs et 243.470.000 francs respectivement, tandis qu'en 1899 les capitaux investis dans l'industrie des automobiles, s'élevaient à 28 millions de francs, ils atteignaient 869 millions de francs en 1909, le nombre d'ouvriers employés au commencement et à la fin de la dite décade étant de 2.241 et de 75.721. Nos clients principaux se recrutent chez les peuples britanniques ainsi des 21.757 automobiles exportées, 6.288 ont été envoyées au Canada, 5.716 en Angleterre et 3.625 en Australie et en Nouvelle-Zélande, puis vient, l'Amérique du Sud qui nous a acheté 1611 machines tandis que le Continent, le Royaume Uni excepté, figure avec 2.296 machines.

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AMERICAN PETROLEUM IN TURKEY.

In a recent issue of a prominent Constantinople daily paper, the present cost of petroleum to the consumer was criticized. The article seemed to lay stress on the point that the "war" should not furnish a reason for the increase.

It is probable that the writer of this article did not realize that most of the steamers which in the past have carried petroleum from Batum to Constantinople are Greek and that on account of the war they cannot enter the port of Constantinople. Furthermore petroleum coming from the United States of America is treated as contraband of war by the Greek Government.

These conditions have naturally advanced ocean freight rates on petroleum destined for Constantinople and a part of the increase in prices to the consumer in this region would be explained by this.

In addition we believe we are correct in stating that there is not the abundant production at Batum that is generally supposed. In fact, we are told that the production in the Russian fields is steadily falling off.

Such diminution in the production alone would cause a natural increase in the price of refined oil.

But in Constantinople certain local reasons exist for which the consumer has to pay a proportionately higher price for his petroleum than is paid by the consumers in trade centers even less favorably situated. To bring out this point it will be interesting to make a comparison with Smyrna.

At Smyrna the consumer fills his lamp with petroleum which costs him a little more than half the price which it costs the Constantinople consumer.

This upon the face of it would seem an anomaly seeing that Smyrna is so much farther from the Russian and Roumanian producing points than is Constantinople.

If we inquire into the reason of this we find that the wide difference in price between Constantinople and Smyrna is due to the fact that the Standard Oil Company of New York imports petroleum in bulk and the system under which they deliver the petroleum to the consumer in Smyrna is the same as that adopted in other progressive cities of the world, that is, they save for the consumer the price of the package by delivering the oil to him in bulk.

In this way the consumer gets the benefit of the expenses saved in delivery, cheaper ocean freight rates and the item of leakage which has been avoided.

Constantinople is the single exception where the antiquated method of supplying the consumer with oil in packages, that is, two tins and a case, instead of in bulk, is still in vogue. This is due to the opposition of the authorities to the proposal made by the importers of petroleum to erect their own storage tanks and thus confer on the consumers of Constantinople the same benefit as in all other progressive cities in the world.

Efforts have been made during the past few years and are still being made to convince the authorities of the necessity of allowing petroleum in bulk to be imported into Constantinople, but until they do so the consumer in Constantinople must continue to pay the higher price as we have shown.

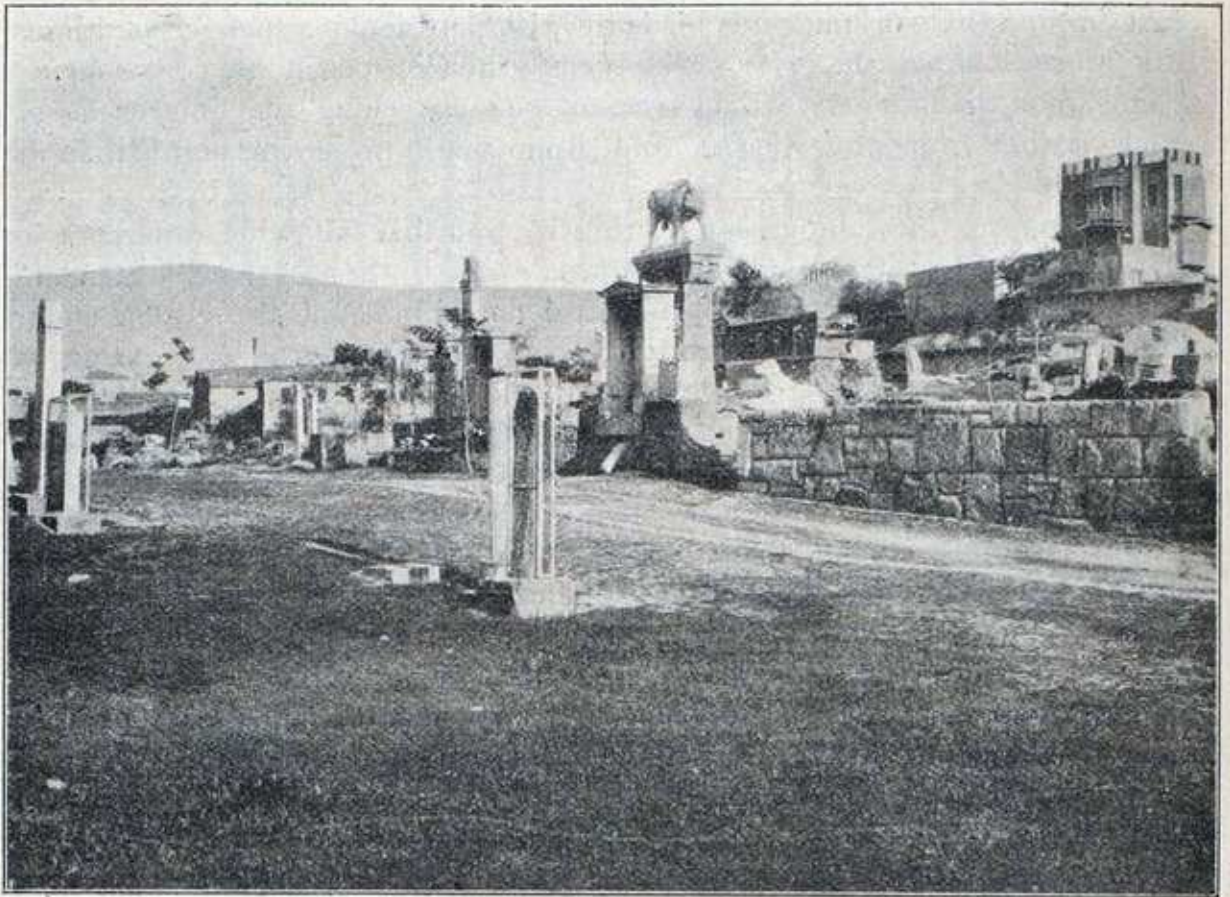
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THE GATE OF ADRIAN, ATHENS, GREECE.

Commercial Review of Greece.

[Extract of a report by Consul-General W. H. Gale, Athens.]

Greece is essentially a pastoral and agricultural country, whose economic life is directly dependent upon the products of the soil. In 1911 the crops were abundant, the prices received for currants, the leading export and money crop, were satisfactory, and the satisfactory local and financial conditions of 1910 continued to prevail. Hence the year was a prosperous one, marked by steady and healthy economic progress, both in the domestic and foreign field.

The cultivation of the diminutive seedless variety of grape, known as Corinth grapes or "currants," continues to be the chief industry of the country. The currant crop of 1911 was

about 325,000,000 Venetian pounds. The average prices per hundred weight of the four grades of the fruit during the year, as quoted c. i. f. New York, were \$5.70, \$5.795, \$6.075, and \$7.425, respectively. Thirty thousand stremmata (stremma = 0.2471 acre) of currant plantations have been uprooted, pursuant to the provisions of the law to limit the production of currants. There remain 5,000 stremmata still to be destroyed.

The olive crop, which ranks next to the currant crop in importance, was unusually abundant and of good quality. It is estimated at about 31,224,000 okes (1 oke = 2.85 pounds). The prices ranged from 9½ to 20 cents per oke, according to the quality. The total yield of olive oil is estimated at 60,000,000 to 65,000,000 okes, or, approximately, 20,292,000

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to 21,983,000 gallons. This is greater than it has been for many years past, and between 60 and 70 per cent greater than the estimated yield for 1912. The retail price of olive oil in 1911 was 10 cents per pound, as against 13 cents per pound in 1910.

The production of sulphur oil, or foots oil, which is an important industry, is dependent upon the olive crops of Crete and Turkey for raw material, as well as upon the crop in Greece. The sulphur oil factories of Piræus and Eleusis, whose average annual consumption of olive "foots" is about 50,000,000 tons, had an extremely prosperous year. The total output of sulphur oil is estimated to have been about 6,000,000 oke (1 oke = 0.3382 gallon).

Wheat, Tobacco, Wine, Figs, and Cheese.—The wheat fields of Thessaly yielded an abundant harvest.

The crop is estimated at between 272,000,000 and 285,000,000 kilos. The average annual requirement of the country for local consumption is calculated to be about 540,000,000 kilos. About 200,000,000 kilos are imported from abroad, mostly from the Black Sea countries, and cost the consumers annually about 50,000,000 drachmas (\$9,650,000). The balance of the grain required for the food supply is obtained by substituting barley, corn, and other cereals for wheat.

The tobacco crop of 1911 is estimated at 7,396,750 oke. The prices received averaged as follows: First quality, \$0.77 to \$1.16 per oke; second quality, 38½ to 58 cents; third quality, 29 to 38½ cents; fourth quality, 11½ to 19 cents. These prices refer to the ordinary long-leaf tobacco of the country. There is a

finer, small, light leaf tobacco produced in Greece, known as aromatic tobacco, of which only about 100,000 oke are grown annually. The price of the 1911 crop of aromatic tobacco is quoted at from \$0.58 to \$1.16 per oke.

The yield of the vineyards in 1911 is estimated at 140,551,000 oke. The Greek wines are mostly of a low grade, and, with the exception of the wines manufactured from currants by the enterprising Société Hellenique de Vins et Spiritueux, the greater part of the annual vintage is consumed locally.

The fig crop of 1911 is estimated at 240,000 hundredweight, which is considerably above the average yield. The quality of the fruit was good and the prices satisfactory. The fig industry, of which the city and port of Calamata, in the Peloponnesus, is

the center, shows steady and healthy progress.

Two kinds of cheese are produced in Greece—sliced cheese in brine and head cheese. The production of the former in 1911 amounted to about 8,000 barrels, or from 320,000 to 400,000 oke. Most of the sliced cheese is consumed in Greece, chiefly in the cities of Athens and Piræus. The prices quoted were: Fresh, 25 to 26 cents per oke; seasoned, 34 to 35 cents per oke. The production of head cheese reached about 1,584,000 to 2,000,000 oke, and was valued at \$668,359 to \$868,500.

Foreign Commerce. — The general prosperity of the Kingdom in 1911 is clearly shown by the official import and export returns. The total foreign trade during the year amounted to \$60,429,234, as compared with \$58,885,651 in 1910 and

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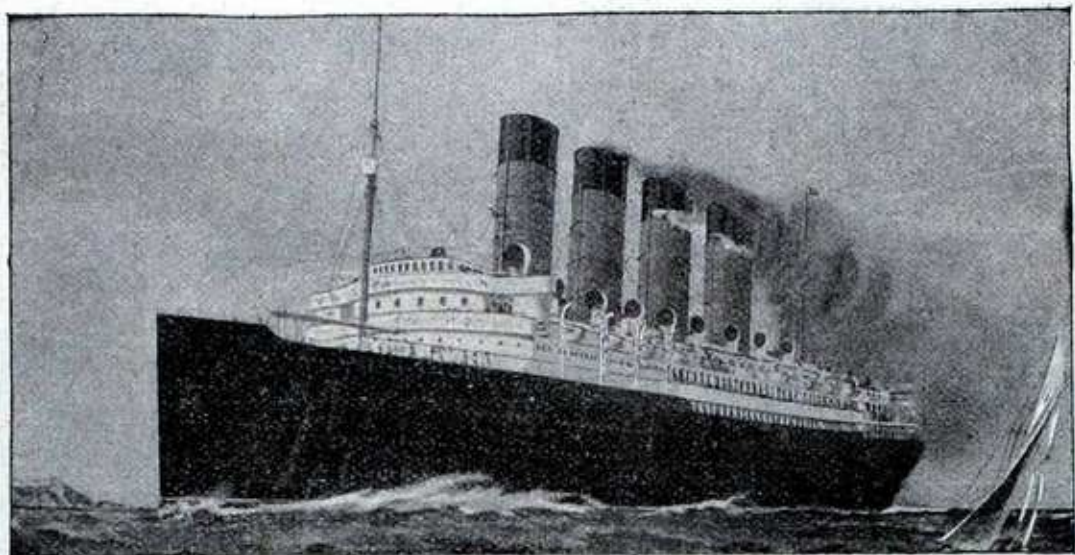
\$45,802,636 in 1909. The value of the imports in 1911 was \$33,235,023, against \$30,983,448 in 1910; the exports were valued at \$27,194,211, against \$27,902,203 in 1910.

The total customs receipts of the Kingdom during the year 1911 amounted to \$8,902,370, against \$8,500,086 collected in 1910.

Origin of Imports. — Wheat continues to be the chief article of import, the value of the wheat imported in 1911 being \$8,139,380. The other important imports, in the order of their relative value are: Cotton and cotton goods, coal, lumber, and iron manufactures. The countries of origin of the above imports remain practically the same. Great Britain continues to supply most of the cotton goods and nearly all the wool. The total quantity of the latter article imported in 1911 amounted to 530,000 tons, the countries supplying it being as follows: Great Britain, 490,000 tons; Germany, 19,000 tons; Netherlands, 10,000 tons; Belgium, 10,000, and Russia, 1,000 tons. Lumber comes mostly from Austria, while Germany shares with Great Britain the greater part of the trade in manufactured iron and machinery. The United States supplies 25 to 30 per cent of the baled cotton.

Currants. — The chief articles of export are currants, minerals, wines and spirits, olive oil, tobacco, olives, figs, and sulphur oil.

The total quantity of currants exported in 1911, according to the official statistics, was nearly 250,000,000 Venetian pounds, valued at approximately \$9,000,000. The bulk of the currant crop is grown in the Peloponnesus, in the consular district of Patras, and is exported through the port of Patras. The following



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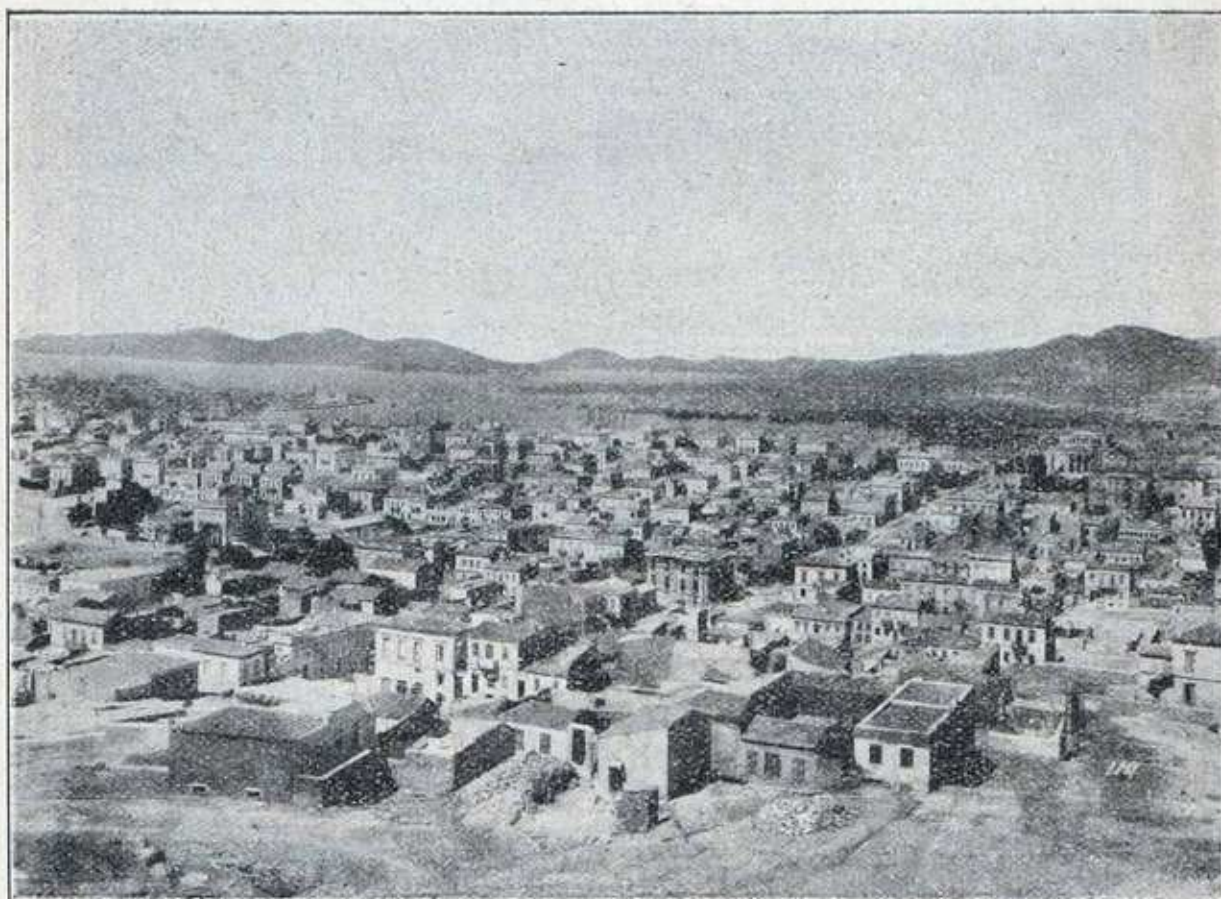
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VIEW OF PIRAEUS, GREECE, WITH HARBOR.

table shows the comparative movement of currants during the years 1910-11 and 1911-12, from the beginning of the season, August 23, to the close of the year:

Countries.	1910-11	1911-12
	Gross tons	Gross tons
United Kingdom	55,832	57,557
United States & Canada.	9,649	11,207
Canada (direct).....	1,189	2,530
Netherlands	11,283	15,536
Germany	6795	7,969
Austria.....	1,287	3,197
Belgium.....	1,295	1,491
Australia	1,499	1,442
France	2,259	537
All other countries	406	232
Total.....	91,194	101,398

The net weights of the fruit shipped may obtained by deducting 10 per cent from the figures given in the table. Shipments of currants to the

United States for 1911 were somewhat in advance of shipments for 1910, owing in part to shortage in California raisins.

Minerals — Wines and Spirits

—**Olive Oil.** — The exports of the products of the Greek mines and quarries in 1911 were valued at \$4,655,634, as against \$4,996,063 in 1910. The principal countries of destination in 1910, and the value of the minerals shipped to each, were as follows: Lead to Belgium, France, Holland, and England, value \$1,050,000; iron to England, Holland, Germany, and Austria, value \$1,500,000; zinc to Belgium, Germany, France, and England, value \$1,000,000; marble to United States, Germany, England, Belgium, and Egypt, value \$90,000; emery to Netherlands, United States, Germany,

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France, and England, value \$254,000. No similar figures are available for the year 1911.

The value of wines and spirits exported in 1911 was \$3,521,864, as compared with \$3,565,137 in 1910. The bulk of the exportation of the latter year was distributed as follows: To France, 40 per cent; to Germany, 22 per cent; to England, 10 per cent; to Italy, 8 per cent.

Olive oil was exported to the value of \$3,370,852. Italy took 60 per cent of the total amount, France 12 per cent, and Russia 11 per cent.

Tobacco, Olives, Figs, and Sulphur Oil. — The exportation of tobacco in 1910, the latest year for which statistics are available, was valued at \$2,327,782. Egypt took 60 per cent of the total and Germany 12 per cent. The balance was distributed among Austria, Netherlands, Malta, France, Crete, Italy, and the United States.

The value of the olives exported, which consisted mostly of the ripe black olives, was \$1,042,753. Over 35 per cent of the total exportation went to the United States, where the black olives are a favorite article of diet among the Greek residents. The balance was shipped to Russia, Egypt; Roumania, Turkey, France, Austria, Italy, etc.

Figs were exported to the value of \$1,039,726. About 70 per cent of the total exportation went to Austria, the balance was taken by Russia, Germany, Roumania, and United States.

The value of the exportation of sulphur oil was \$445,235. The Netherlands and the United States were the chief customers, the former taking 25 per cent and the latter 20 per cent of the total amount. The remainder went to Austria, Germany, Egypt, and Turkey.

Trade with the United States.— The following figures, taken from the official Government statistics, show the value of imports from and exports to the United States for 1909 and 1910 :

ARTICLES.	Imports.		Exports.	
	1909	1910	1909	1910
Agricultural products.....	\$377,173	\$29,142	\$1,071,536	\$1,030,093
Animal products	172,287	288,000	166,448	170,693
Chemical products and drugs.....	4,169	2,725	1,613	285
Cotton, yarns, and fabrics.....	65,522	131,882	.....	1,102
Esparto and hat-making materials.....	428	92	.....	.....
Fish and fish products.....	2,453	4,544	8,927	579
Forest products	4,141	4,958	60	39
Furniture and other wood products ..	204	383	.....	.....
Leather and manufactured bones.....	18,942	39,880	.....	.....
Metals and minerals :				
Crude	217,362	176,202	127,064	152,935
Manufactured	30,551	108,830	2,316	7,952
Musical and scientific instruments	1,937	5,108	.....	.....
Oil and oil substances .....	.....	.....	269,397	608,585
Paper products and objects of art	1,775	3,871	481	1,414
Sugar and sugar products.....	115	86	776	1,092
Wines and liquors .....	.....	81	37,407	55,768
All other articles	9,243	16,929	3,686
Total	903,302	812,713	1,686,025	2,034,223

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Exports to the United States for 1910 are given in the foregoing table at \$2,034,223, while the value of exports of the same year as declared through the consular offices amount to \$3,289,352, not including shipments from other places in the country where no record of invoices is made. These discrepancies are probably due to the fact that in compiling the Government statistics only the port of sailing (for imports) and port of destination (for exports) of the vessel carrying the goods are taken into consideration, without regard to the origin or ultimate destination of the goods themselves. Also with regard to imports, only those quantities on which duty has been assessed are taken into consideration for statistical purposes. Thus, taking mineral oil as an example, large quantities are supplied to

steamers and railway companies free of import duty, such quantities not being included in the total imports of mineral oil into Greece.

Imports from the United States.—Practically the only article of import from the United States which, in the official classification, is included among agricultural products, is wheat. No American wheat was imported either in 1910 or in 1911. The \$29,142 which is credited to the United States under imports of agricultural products in 1910 represents coffee, and presumably should have been credited to South America.

Under animal products the two chief articles imported were hides valued at \$250,000, and lard valued at \$38,000.

Under metals and minerals, crude, are included mineral oil valued at \$8,000, and petroleum valued at

\$161,000. The latter is a State monopoly, and the entire supply for 1910 came from the United States.

Metals and minerals, manufactured, comprise: Iron pipes and beams, valued at \$6,500; cast and wrought iron goods, \$1,500; agricultural implements, \$800; pumps, \$7,000; power engines, \$1,700; sewing machines, \$10,000; articles of gold and platinum, \$75,000; and other machinery and implements for domestic use. There is reason to believe, however, that the above figures are considerably below the actual values of imports from the United States.

Exchange--Merchant Marine.—The average rate of exchange for bank checks on Paris during the year 1911 was 0.9993 drachma per franc, paper money of forced currency being thus at a slight premium as compared with gold. The National

Bank of Greece had already been authorized to proceed to an issue of paper money to the extent of 25,000,000 drachmas (gold drachma = \$0.193) for the purpose of buying gold and exchange at not exceeding par. This authority was increased by a recent law to the extent of an additional 10,000,000 drachmas with the obligation on the part of the bank to sell all gold and exchange thus purchased at rates not exceeding par for the gold and 1.0025 drachmas per franc for exchange on Paris. The bank made use of this authority to the extent of 30,850,000 drachmas to December 31, 1911. The total paper circulation at the end of 1911 was 139,825,334 drachmas.

During the year 1911 55 new steamers of 134,000 tons and an estimated value of \$6,700,000 were added to the Greek commercial fleet.

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During the preceding year the increase was 59 steamers, of 71,000 tons, which indicates that Greek steamship owners are now purchasing larger steamers than formerly. The Greek commercial fleet at the beginning of 1912 consisted of 379 vessels of 690,573 tons. The number of Greek steamers of a size permitting them to engage in deep-sea traffic is 183.

§

Progress in Syria and Asia Minor.

[From Consul Jesse B. Jackson, Aleppo, Syria.]

According to recent advices from the consular agency at Alexandretta, the construction of the branch of the German Bagdad Railway from that point to Aleppo was commenced on June 10. An inaugural ceremony was held at Alexandretta at the place where it is intended to erect the passenger station. The consuls, Turkish and railway officials then went in boats out on the waters of the bay, where the local governor laid the first foundation stone of the port.

That branch of the railway from Alexandretta to Aleppo will go via Payas, Doryole, Erzin, Osmania, Baghché, and Killis, to Aleppo. Work has already been going on at the Aleppo end of the line toward Alexandretta for some months, as well as from this city toward the Euphrates River. About 40,000 men are employed thereon, with a pay roll of some \$220,000 per month, exclusive of the engineers and contractors, etc., which adds another considerable amount. Practically all of the material being used is of German production, though most of the cheap tools are from Belgium, and are being furnished by local dealers, the importers being those most active. The work of construction of the entire line is expected to cover about seven years, so that an enormous quantity of tools and material will be required.

The line is extending toward Bagdad via Mosoul, and has been completed almost to Djarablus, northeast of Aleppo on the

Euphrates River. A corps of engineers is also at work along the intended route between Djarablus and Mosoul, and from there to Bagdad and Basra. According to inside information it is expected to have trains running through from Aleppo to Constantinople before the end of three years, the delay being caused by the construction of the tunnel at Baghehé. With trains running to each end of the tunnel, and a rapid carriage service connecting the two ends around the mountain, within a few months it may be possible to travel between Constantinople and Aleppo, making the trip in about two days.

The port of Alexandretta now under construction will be 3,340 feet long and 2,627 feet wide. It will accommodate 16 ships at a time, with the idea of enlarging with the development of the trade. Recently two shiploads of material arrived from Germany, one of 500, and one of 700 tons cargo. This is causing a great revival in the trade and business activities of Alexandretta, which have been declining since the construction of the French line from Beirut to Aleppo in 1905, and more so since the completion of the line from Tripoli in Syria to Aleppo in 1910. The major portion of the commercial movement formerly via Alexandretta was forced to change its route for economic reasons, but a similar and counteracting effect is

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expected upon the completing of the new road between that port and Aleppo and the interior.

The last section of the Panderma-Soma railroad is practically completed, and will be formally thrown open to traffic within a few days.

Salonica Branch

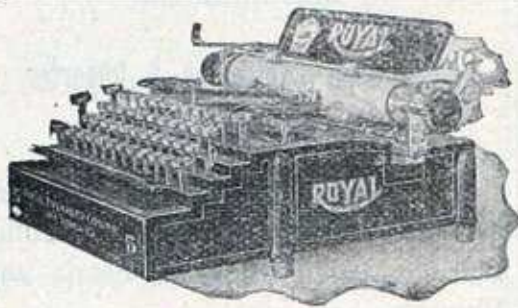
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Meeting of the Chamber.

BANQUET TO BE HELD ON FEB. 22, 1913.

The regular Quarterly Meeting of the Chamber was held on December 26, 1912, in Constantinople, and an exceptionally good attendance was in evidence. Despite the temporary stagnation of business caused by the war, the interest in the Chamber seemed in no wise diminished, the great majority of the members feeling that the Chamber should be given their unwaivering support, in order that the good work may be taken up with redoubled vigor upon the conclusion of peace.

A considerable amount of business was transacted, and three Delegates were elected to attend the First Annual Meeting of the Chamber of Commerce of the United States of

America to be held in Washington, D. C., January 21-23, 1913. Major C. E. Lydecker of N° 2 Rector Street, New York, was elected to act as National Councillor to that association in place of Mr. Oscar Gunkel whose resignation was tendered on account of his inability to be present at the meetings of the National Council in Washington, D. C.

The Chamber furthermore decided to hold a banquet in Constantinople on Washington's Birthday next, February 22, 1913, to which members of the American Colony in Constantinople and others who are not members will also be invited. The Chairman of the Committee on Rooms, Library and Entertainment was given full power to act and to make the necessary arrangements.

A few words were said in closing by Mr. Consul General G. Bie Ravndal

who had just returned from America regarding the present movement in the United States to organize Branches of the Chamber in the leading commercial cities of the United States. In closing the Chamber extended a very warm vote of thanks to Mr. Consul-General Ravndal, both for his untiring and successful efforts to promote the welfare of the Chamber, and for the energetic and efficient services rendered to American interests in his capacity of Consul-General at the Turkish Capital.

H. B.

The America-Levant Line.

The newly formed *America-Levant Line* of which mention was made in the June issue of *Levant Trade Review* received recently a severe blow in the loss of its first steamer, RIVER MEANDER. She arrived from the Levant a general cargo, and after dis-

charging at New York and Philadelphia loaded a general cargo for Mediterranean and Levantine ports direct, but unfortunately ran into a terrible hurricane and foundered. Happily no lives were lost and all losses were amply covered by insurance, so that this will not affect in the least the general development of the line.

Shortly before the loss above mentioned, another brand new ship had been secured, the RIVER ORONTES. It is intended to replace the RIVER MEANDER immediately by the purchase of other new steamers. The line in general is doing well and there is every prospect of its proving a permanent success. At present the sailings are between the United States and Smyrna, but it is planned to extend them during the year 1913 through to Batum and Novorossisk, which will certainly be a great step forward.

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Récolte Mécanique du Coton

L'utopie rêvée par le planteur réalisée.

Un article de notre estimé correspondant, M. John Debbas de Mersine, paru dans notre bulletin de Septembre, faisait allusion à la nécessité d'employer des cueilleuses ou glaneuses, mécaniques. Nous reproduisons donc, avec plaisir, l'article suivant publié par la Revue *Spokesman* en Octobre, 1912.

Pendant les trois derniers mois des récoltes, trois machines ont fonctionné sans interruption dans les plantations du Texas du Sud.

Deux de ces gigantesques machines qui travaillent avec quasi une intelligence humaine ont été achetées par des planteurs locaux—F.Z. Bishop, Robert J. Kleberg; ces cultivateurs possèdent des milliers d'acres de champs de coton. Il est à noter que si ces deux plus riches

cultivateurs du Texas ont adopté ces machines, c'est probablement à cause des services inestimables qu'elles leur rendront. La troisième pièce a été envoyée à titre d'essai et comme échantillon de réclame.

Ces cueilleuses mécaniques ont fait leurs preuves dans le secteur Bishop où des centaines de planteurs sont venus de toutes les parties de l'Etat pour se rendre compte de visu des progrès réalisés. La plupart d'entre eux étaient venus avec une attitude douteuse quant au résultat tant proné, mais tous s'en furent fermement convaincus que la cueillaison du coton par un procédé mécanique avait été trouvée, finalement. Les fabricants admettent tout de même que leur machine n'est pas aussi parfaite qu'elle aurait dû être. Le défaut principal de la machine consiste en ce qu'elle ne peut pas cueillir le coton épanoui à deux ou trois pouces du sol. A part cet inconvénient la cueillaison se pratique aussi bien que par la main; et à supposer que l'on ne puisse pas remédier à ce défaut, l'on pourra terminer la récolte par

l'ancien procédé à peu de frais. Une machine pareille remplace le travail de cinquante glaneurs, accomplit relativement en un clin d'œil, une considérable besogne ; elle est mue par un moteur à gasoline. Cette glaneuse a un poids de 5,600 livres et a une vitesse de 2 milles et demi par heure. Sa force est de 30 chevaux à quatre cylindres, et agencée tout comme une automobile. D'après les résultats constatés 8 à 9,000 livres de coton peuvent être cueillies en un jour. Au fur et à mesure que le coton se fait moins abondant par acre, la cueillaison se fait moindre. La marche de la glaneuse n'est nullement influencée par le coton fin ou épais. La soie (du coton) est cueillie par un grand nombre de fines pinces métalliques, 800 à peu près, qui explorent pour aussi dire chaque plante, prennent tout ce qui est épanoui et le déposent dans un grand réceptacle qui se trouve à l'arrière de l'équipement. Il est même prétendu que le coton ainsi cueilli est en aussi bon état, que lorsqu'il est à la main.

Il n'y a plus de doute sur le fait, que la glaneuse mécanique remplacera la vieille méthode de cueillaison à la main, et nous sommes à l'aube d'une ère nouvelle aussi notoire que celle qui suivit l'invention de la machine à égrener le coton. Cela signifie que l'on se passera de la main d'œuvre dans la récolte du coton. Les planteurs du Sud se trouveront de la sorte dans des conditions nouvelles, qui peuvent se résumer en une économie de 875 millions de francs dans la récolte annuelle. Là ne réside pas le seul avantage. Notons encore que les planteurs pourront donner un nouvel essor à leur travail en multipliant leur activité productive avec moins de peine ou de tracas. Avant tout si l'on considère le problème actuel de la main d'œuvre la solution est trouvée, attendu que la machine à elle seule, remplit la besogne de cinquante nègres ou glaneurs mexicains. De plus il a été prouvé que la machine balaye dix acres par jour au coût de 50 francs, en y incluant le travail, le combustible et 127 francs pour l'usure ou dommages.

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SAVINGS BANK. — SAFES TO BE LET.

Bagdad Railway Section Opened.— Two new sections of the Bagdad Railway were recently thrown open for traffic. These are of about one hundred kilometres each, and are from Kadjonlu in the Amanus Mountains, not far from Eybez, south-east to Aleppo, and from Aleppo northeast to Djerablous on the Euphrates, which is the site of Karkemish, the ancient southern Hittite capital. We are also informed that very soon another section of 54 kilometres, eastward from Oulou Kyshla into the Taurus Mountains, will be opened. Oulou Kyshla is the present terminus of the line from Constantinople, and lies some 50 kilometres east of Eregli.

This will leave but two short sections to complete the line as far as the Euphrates River, — the difficult section across the Taurus and down

to Adana, which involves the cutting of nearly a hundred tunnels; and the section from Maamouret to Kadjonlu, across the Amanus range. The line from Adana through Osmanieh to Maamouret has been in operation but a short time. When the engineering difficulties of these two mountain sections have been overcome, it will be possible to take a sleeper berth or seat from Haidar Pasha and ride in comparative comfort to the Euphrates, or, branching off at Aleppo, through Damascus to Medina.



Swindling Operations.— American Manufacturers and Exporters are warned against Jean K. Artemiades of Smyrna who is also carrying on his swindling operations from Constantinople.

The Balkan War and Sericulture.

The Near East does not account for a very large proportion of the world's silk production, but as the quality is necessary for the manufacture of certain classes of goods the question of the effect of the Balkan war on supplies is of great interest. It is reported that considerable damage has been done in Turkey in Europe, while the chief difficulty in Turkey in Asia and the Balkan States is that of obtaining labor. The Near Eastern export of raw silk during the past two years was as follows (in kilos):

	1910-11.	1911-12.
Bulgaria, Servia, Roumania	175,000	170,000
Greece and Crete	57,000	62,000
Turkey in Europe	360,000	375,000
Total	592,000	607,000
Turkey in Asia	1,150,000	1,270,000

Sericulture in Servia is systematically carried on by a joint stock company, formed about twelve years ago, with a capital of 1¼ million dinars. Last year the cocoon crop controlled by this undertaking amounted to 280,000 kilos. The profits made are not very large. Last year permitted of the distribution of a dividend of 4 per cent. In Roumania also the industry is largely under the control of a special company, the Tesatoarea, and the Government is endeavoring to induce the small farmers to take more interest in it, but apparently without much success. The Roumanian cocoon crop last year, 1911-12, was below 200,000 kilos. Lyons is the principal buyer and distributor of Near Eastern silk.

Members of the Chamber are invited to advertise in *Levant Trade Review*.

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La Houille Américaine en Egypte.

On nous écrit de Cardiff que les Chemins de fer d'Etat Egyptiens avaient de nouveau placé des commandes pour la houille américaine et jusqu'à concurrence probable de 100,000 tonnes. Cette nouvelle a causé, nous assure-t-on, une grande surprise à la bourse de Cardiff, vu que les maisons galloises qu'on avait invitées à présenter des offres n'ont reçu des commandes que pour une quantité très minime de la houille mise en adjudication.

§

The Imperial Ottoman Bank has opened two new branches, one at Urfa and the other at Bolou. These branches have been established by the express desire of the Turkish Government. The branches at Jeddah and Hodeidah will also be opened very shortly.

Trade with Russia Grows.—

Trade between the United States and Russia during the calendar year 1912 will aggregate about \$50,000,000, against less than one-half that sum a decade ago. Figures just compiled by the division of statistics of the Bureau of Foreign and Domestic Commerce, Department of Commerce and Labor, indicate that the imports from Russia in the year which ends with this month will approximate \$26,000,000 and the exports to that country about \$25,000,000.

The principal articles forming this trade are on the import side, hides and skins, wool, furs and fur skins, flax, licorice root, fusel oil, vegetables and seeds. On the export side the principal articles are raw cotton, agricultural implements, manufactures of iron and steel, copper, cars and carriages and leather and manufactures thereof.

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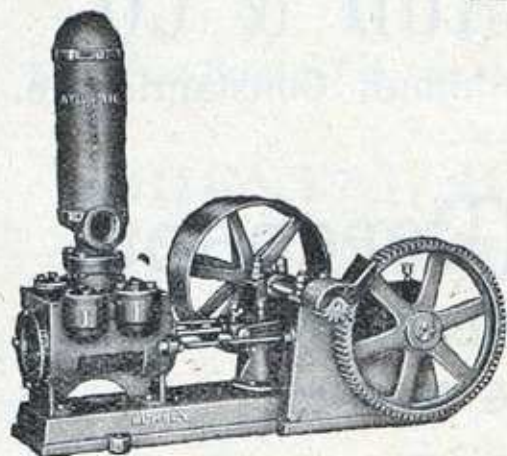


Figure 855

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

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PERSONALIA.

Ralph M. Odell, Esq., Cotton Goods Specialist of the Bureau of Foreign and Domestic Commerce, Department of Commerce and Labor, Washington, D. C., has left Beirut for Aleppo and Damascus. From here he will proceed to Jerusalem and from there to Aden or Khartoum.

§

H.A. Aivazian, Esq., Foreign Manager of the International Harvester Company, Chicago, Ill., was recently in Constantinople on one of his frequent visits to the Levant, and called at the offices of the Chamber.

§

John D. Whiting, Esq., Director at Large for the Chamber, at Jerusalem, Palestine, left recently for New York on business.

Mr. Lewis Heck, Deputy Consul General at Constantinople is at present on leave in the United States.

§

Dr. Sylvan Brautman, Secretary of the Salonica Branch of the American Chamber of Commerce for the Levant has taken an active part in the relief work among the Mohammedan refugees in that city, and has been entrusted with the distribution of food and provisions among these sufferers.

§

The Chamber loses an enthusiastic member, a good friend, and an energetic supporter in Mr. Edward I. Nathan, for nearly four years American Consul in Mersine, who has been promoted to Karashi, India.

§

Mr. Arthur Garrels of St. Louis, Mo., has recently been appointed

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American Consul in Alexandria, Egypt. Mr. Garrels has been about five years in the Consular Service, having served some eighteen months at Zanzibar and about two years and a half at Catania, Italy. Mr. Garrels possesses very special qualifications for his new post, having a wide practical experience in manufacturing, exporting, banking and other financial lines,

besides being particularly well acquainted with almost every part of the United States personally.

§

The Trade of Cyprus. — The trade of Cyprus in 1911 was considerably better than in 1910, imports increasing by about \$275,000 as against \$2,730,000 last year. These figures are, however, considerably lower than those of the years 1907, 1908, and 1909.

The exports during 1911 amounted to \$3,130,000, an increase of \$572,000 over 1910, and an excess of \$395,000 over the imports. The best customer of Cyprus, as will be seen from the statistics, is Egypt.

— § —

Indications from Angora and elsewhere point to lighter crops next spring, owing to the paralyzing of farming industries by the absence of men in the army. On the other hand, the opium crop in the Afion Kara Hissar region promises to be much better than last year.

— § —

The new works at the great Assouan Dam on the Nile were formally opened on Dec. 23rd, in the presence of the Khedive and Lord Kitchener. By heightening the dam 16.4 feet, the capacity of the reservoir is increased from 35,300 million cubic feet to 81,190 million cubic feet. The original dam was completed in 1902.

§ § §

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B. OLNEY HOUGH, New York, Editor, "American Exporter."

EDWARD NEVILLE VOSE, New York, Editor, "Dun's International Review."

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La Culture du Coton Egyptien en Amérique.

On nous écrit de Phoenix, Ariz., le 18 Décembre, 1912: — L'Arizona Egyptian Cotton Co. vient d'être organisée dans cette ville. La compagnie s'occupera de toutes les branches de l'industrie de coton, depuis la distribution de la semence choisie, jusqu'à la vente de la fibre et des produits.

Elle figurera comme un stimulateur et conseiller des fermiers. Aucune corporation ne peut tenir ni faire opérer plus que la superficie indiquée, mais un grand nombre de petits propriétaires peuvent planter quelques acres chacun de coton, vendre par l'entremise de la compagnie, et de cette façon profiter de toutes les avantages de l'organisation.

On a déjà prouvé que la Vallée du Fleuve Salé est très bien adaptée à la

culture de coton et surtout à celle du coton égyptien.

La plus grande plantation de coton égyptien en Amérique est celle de M. Herbert Atha, le Président de la compagnie. Dans les plantations de M. Atha la culture de coton a été déjà longuement étudiée sous des conditions diverses du sol, de l'humidité de l'atmosphère, etc; les résultats ont été enregistrés et des données préparées pour s'y référer ultérieurement,

✂

"We realise that it is getting to be a chestnut" says *Fibre and Fabric* (Boston, Mass.) in a recent issue, this trying to instill in the minds of of American manufacturers that they must do business 'in Rome as the Romans do it'; but nevertheless, until this is done, Germany and England will continue to overlap us year in and year out."

The American Exporter, New York, N. Y., recently published in commemoration of its 25th anniversary a jubilee number, which in addition to many interesting articles on the general development of the United States, and an interesting account of its own history during that period, contains a facsimile of its first issue, published November, 1877. Started in 1877 by Chas. T. Root of the firm of Root & Tinker, publishers, in New York, the services of Mr. John C. Cochran were secured as editor after one or two issues had appeared. In 1905 Mr. Cochran was succeeded by W. J. Johnson, under whose guidance the *American Exporter* made additional strides. On Mr. Johnson's sudden death in 1905, Mr. B. Olney Hough, its present able editor took charge. The paper now maintains an office force of sixty persons (in ad-

dition to the printing, mailing, etc.) and publishes editions in English, German, French and Spanish.

American Petroleum in Turkish Arabia. — Up to the present time American petroleum has reigned supreme in Turkish Arabia. During the first half of 1911 7,372 cases of eight gallons each were imported from the United States; while during the second half the number rose to 27,664 cases. This year (1912) the amount imported is still greater, partly owing to the burning of the Russian stocks in Bagdad.

Cyprus mail service. — The contract for the weekly mail service between Cyprus and Egypt held by the Limasol Steamship Company has terminated. A fresh contract with the Khedivial Line for a period of seven years began on 15th October,

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CONSTANTINOPLE, TURKEY

Les Factures Consulaires

(Mémoire présenté au Cinquième Congrès International des Chambres de Commerce, Boston, 1912, par M. WILBUR J. CARR, Directeur du Service Consulaire des États-Unis d'Amérique.)

Il existe à l'heure actuelle une tendance universelle vers la simplification des méthodes par lesquelles les nations sont en relation les unes avec les autres, vers l'économie du travail et des capitaux, et vers l'accord mutuel comme base des relations tant politiques que commerciales. Les nations, de même que les individus, deviennent de plus en plus solidaires les unes des autres, et, par des unions et des bureaux internationaux et d'autres moyens, cherchent à faire disparaître peu à peu les causes de désaccord et de dépenses inutiles, ainsi que les obstacles s'opposant à une plus complète liberté des relations tant politiques que commerciales.

D'une façon ou d'une autre, on est arrivé à obtenir la publication systématique et la distribution des tarifs douaniers de toutes les nations, des statistiques de l'agriculture, des poids et mesures, l'uniformité des règlements pour la prévention des collisions en mer, des mesures sanitaires et des règlements concernant la quarantaine, et beaucoup d'autres matières encore. Il semble qu'il serait aussi de la plus grande utilité d'assurer la réglementation uniforme d'autres matières importantes : le recensement et les statistiques commerciales, les conditions requises par les règlements douaniers et les documents consulaires y compris les factures paraphées par le consul. De cette énumération, il semble que le problème dont la solution serait la plus aisée est celui de l'unification dans leurs conditions essentielles des factures paraphées par le consul, qui est le sujet du présent mémoire.

Il résulte des informations qu'il est possible de se procurer qu'il n'y aurait seulement que quatre nations européennes exigeant des factures consulaires ou autres pièces appelées "certificat d'origine." Ces nations sont : la France, le Portugal, la Serbie, et l'Espagne. La France et l'Espagne n'exigent le "certificat d'origine" que pour certains articles importés qui font l'objet de concessions douanières spéciales.

En Afrique, excepté dans les colonies françaises où les règlements français s'appliquent, seule la République de Libéria exige des factures consulaires.

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du Centre et du Sud de l'Amérique, que les factures consulaires sont le plus généralement exigées. Avec l'exception de la République Argentine, l'Uruguay et Costa Rica, toutes les républiques latines de l'Amérique, y compris Cuba, Haïti, et Saint-Domingue, exigent des factures consulaires pour les importations dans leur territoire. La République Argentine, exige toutefois un certificat d'origine, qui à certains égards est équivalent des factures consulaires. C'est un fait bien connu que les Etats-Unis exigent des factures paraphées par le consul.

La réglementation des divers pays au sujet des factures consulaires diffère en bien des rapports. Certains pays exigent que l'expéditeur fournisse seulement trois copies, d'autres cinq, six, ou même dans la république de l'Equateur, sept copies. Généralement la légalisation doit être effectuée au port d'expédition. La plupart de ces pays exigent que ces factures consulaires soient rédigées en langue espagnole, bien qu'un certain nombre permette l'emploi de la langue anglaise. Dans plusieurs pays les factures consulaires doivent être affirmées par serment devant le consul ou un notaire, et quelquefois devant les deux; d'autres pays n'exigent pas cette formalité. ... Certains pays exigent une facture consulaire séparée pour chaque marque, tandis que d'autres permettent de couvrir toute une expédition par une seule facture consulaire.

Les droits perçus par le consul pour la légalisation diffèrent également et varient d'un simple droit nominal jusqu'à 3% sur la valeur de la facture consulaire; ce qui, pour une facture consulaire de \$1000, ferait \$30.

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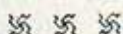
particulièrement ceux qui font des affaires avec l'Amérique, doit avoir présent à la mémoire un grand nombre de conditions diverses dont l'importance varie avec les différents pays dans lesquels il désire exporter. Il lui faut se procurer une forme spéciale pour chaque pays. Non seulement la disposition de ces formes diffère, mais encore trop souvent les infor-

mations sont demandées en des termes ambigus et susceptibles de plus d'une interprétation. La pratique actuelle résulte en une perte de temps et d'argent, constitue une source féconde de froissements et de désaccords, et est un obstacle au mouvement vers l'unification des statistiques commerciales.

Il a été reconnu depuis longtemps qu'il était extrêmement désirable d'adopter un système uniforme de factures consulaires, et ce problème a été pris en considération par plusieurs conférences internationales.

Etant considéré la grande diversité qui existe entre les différentes nations en matière des règlements aux factures consulaires, le comité fit une étude comparative de ces factures dans les différents pays, et arriva à cette conclusion que les conditions essentielles de toutes ces formes pouvaient être ramenées à une forme simplifiée et internationale, si l'on omettait les certificats d'expéditeurs et de consuls qui reflètent les exigences des lois locales. En conséquence, une forme internationale de facture consulaire, fut adoptée par la Conférence, qui émit la résolution suivante:

"4. Pour recommander que les pays représentés à la présente conférence adop-



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tent la forme de facture consulaire dont copie est donnée ci-après. Cette forme porterait au verso les en-têtes sous lesquels les vendeurs ou agents font leur déclaration, et ces en-têtes sous lesquels le certificat consulaire est fait. Les formules des certificats ou des déclarations seraient remplies sous ces en-têtes selon les exigences de la loi dans chaque pays.

"5. Pour recommander que les pays qui adopteraient la forme de facture consulaire indiquée n'exigeraient aucun certificat d'origine, qui, en substance, est contenu dans la-dite forme de facture consulaire".

Si ce problème a été pris spécialement en considération par les Républiques Américaines, il n'en faut pas conclure que ce soit uniquement une question intéressant l'Amérique. Bien que les factures consulaires soient surtout employées par les nations américaines, il ne faut pas oublier que pendant l'année 1910, de \$2.426.947.430, valeur totale des importa-

tions aux Etats-Unis, au Mexique, dans l'Amérique Centrale et l'Amérique du Sud, \$1.979.773.505 de cette somme provient de pays autres que ceux mentionnés ci-dessus. Le problème, par conséquent, intéresse toutes les nations exportatrices du monde entier.

La recommandation de la Quatrième Conférence Pan-Américaine semblerait présenter une solution de la question de l'uniformité des factures consulaires, pourvu que cette recommandation soit sanctionnée par les lois permanentes des différentes nations. Il est certain qu'une législation de cette nature pourrait être obtenue grâce à l'influence des Chambres de Commerce et des Associations Commerciales et Industrielles du monde, et qu'elle constituerait un progrès important vers des relations internationales plus intimes et vers un système uniforme de statistiques commerciales, qui, de jour en jour, devient si essentiel.

Qu'il soit très désirable que les droits perçus par les consuls pour la certification des factures consulaires soient uniformes, ce fait ne semble pas au premier abord soulever beaucoup de discussions. Cependant, quand cette question fut examinée à la Quatrième Conférence Internationale des Etats Américains, il fut constaté qu'il y avait beaucoup d'obstacles qui s'opposaient à l'uniformité d'action des différents gouvernements à ce sujet. Il y a deux systèmes en vigueur pour fixer le droit de légalisation consulaire. Le premier système établit ce droit à une somme modique représentant le service rendu par le consul. C'est le système en usage aux Etats-Unis, au Brésil, en France, au Portugal, et en Espagne. Le second système consiste en une taxe perçue

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à l'occasion de la certification consulaire sur les marchandises énumérées sur la facture et en proportion avec leur valeur. Les pays qui perçoivent des droits pour la certification des factures consulaires selon ce dernier système sont celles qui en général s'opposent au système consistant en un droit modique et fixe pour la certification des factures, sans égard pour la valeur des marchandises qui figurent sur la facture. C'était du moins d'une façon générale la théorie des représentants de ces pays à la Quatrième Conférence Pan-Américaine, bien qu'il fut admis que les droits étaient excessifs dans beaucoup de cas et devraient être réduits. La Conférence adopta à ce sujet la résolution suivante :

"Les droits consulaires devraient être modérés et ne devraient pas constituer une méthode indirecte d'augmenter les recettes

des douanes. Nous croyons que dans l'intérêt du commerce international de ce continent, ces droits, quelle que soit la méthode employée pour leur perception, doivent être limités autant que possible à la somme nécessaire pour couvrir les frais d'entretien du service consulaire."

Les systèmes en vigueur pour fixation des droits de légalisation des factures consulaires sont probablement tellement liés à la politique générale des gouvernements respectifs que leur modification serait difficile. Toutefois, il semblerait très désirables qu'au moins des efforts soient faits pour arriver à la mise en pratique dans leur partie essentielle des recommandations faites par la Conférence que nous venons de mentionner.

§

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The African Cigarette Co., Ltd., Manufacturers and Exporters Athens, Greece.
 The Surbrug Co., Manufacturers New York, N. Y., U.S.A.
 The Surbrug Co, Manufacturers. Richmond, Va., U.S.A.

Clocks and Watches.

Enriquez, Clemente, Importers, Baghdad.
 Karamanoukian & Fils, Garouge, Importers, Aintab.

Keystone Watch Case Co., Exporters, Eur. Office, Pickhuben,	Hamburg, Germany.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul,	Constantinople.
Montgomery Ward & Co., Exporters,	Chicago, Ill., U. S. A.
Strong & Trowbridge Co., Exporters, 11 Battery Place, . . .	New York, N. Y., U. S. A.

Clothing (Ready Made.)

Schoucair & Kassis, Importers,	Beirut.
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Coal.

Cauchi Fli., Importers,	Salonica.
Molho, Isaac, Importer,	Salonica.
Petsaly, S., Importer, . . . Alexandria, Cairo & Port-Said,	Egypt.
Pharaon & Fils, R., Importers,	Beirut.
Rees & Co., Ltd., T. Bowen, Importers,	Smyrna.
Reppen, Theo., Importer, Arabian Han,	Constantinople.
Saltiel, Nico, Importer,	Salonica.
Theodoridi & Co., Importers	Braila, Roumania.
Whittall & Co., C., Importers,	Smyrna.

Concrete and Cement.

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

Constructors & Contractors.

Affimus & Hacho	Beirut.
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Copper.

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

Cotton.

Artus, Henri, Exporter,	Mersine.
Brazzofoli, Max, Exporter,	Mersine.
Coulevas, M. & A., Importers.	Piraeus, Greece
Debbas, Jean, Exporter,	Tarsus.
Lykiardopoulos Fils, A., Exporter,	Mersine.
Simeonoglou, Aristides, Exporter,	Adana.
Warde, Naasan & Co., Exporters	Beirut.

Cotton Goods.

Abdeni & Co., G.G. Importers,	Aleppo.
Altitzoglou Fils, J., Importers,	Mersine.
Arabian, Gaizak, Importer,	Trebizond.
Audi & Co., B., Importers	Beirut.
Baltazzi, Theo. S., Importer,	Smyrna.
Bear Mill Mfg. Co., 120 Franklin St.,	New York, N. Y., U. S. A.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul,	Constantinople.
Berk, Puttnam & Co., Importers,	Baghdad.
Blockey, Cree & Co., »	Baghdad.
Cabbabeh Frères, Importers,	Aleppo.
Candili, C. Importer.	Trebizond.

Cohen Mordoh & Co., Importers,	Salonica.
Chrissafides & Georgiades, Importers, Galata,	Constantinople
Coufopoulos, D. G., 25 Buyuk Millet Han, Galata,	Constantinople.
Coussa, Armand, Importer	Aleppo
Dasho, Yakoub, Importer,	Aleppo.
Demirdjian, Moses, N., Importer,	Aintab.
Edwards & Sons, Importers, Dilziz Zadé Han, Stamboul,	Constantinople.
Elishaa, Nessim, Importer,	Baghdad.
Elkiatib, Salim, Importer, Elkiatib Han,	Constantinople.
Elowe, Raphael, »	Baghdad.
Enriquez, Clement, »	Baghdad.
Fils de G. Errara & Co., Importers,	Salonica.
Flechsigg, Oscar, Importer,	Aleppo.
Gelat, Elias Thomas, Importer	Jerusalem.
Giraud, O., Importer, Hagopian Han, Galata,	Constantinople.
Haddad, Elias And., Importer	Beirut.
Haldopoulo, N. P., Importer,	Trebizond.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul,	Constantinople.
Hindie, Elias, Importer	Aleppo.
Jeboury, Beythoum, Importer	Baghdad.
Juda & Salmona, Importers.	Salonica.
Kabbaz & Co., P. A., Importers.	Aleppo.
Karamanoukian & Fils, Garouge, Importers.	Aintab.
Kirchner & Co., Importers,	Aleppo.
Klonski, A. H., Importer	Hebron.
Langridge, F. F., Importer.	Baghdad.
Louisides & Co., P. J., Importers	Larnaca, Cyprus.
Lynch & Co., Stephen, Importers	Baghdad.
Manachy, Lorenzo Y., Importer	Aleppo.
Marcantonakis & Manoussakis	Candia, Crete.
H. Manuelian & Co, Importers	Mersine.
Matteossian, Leon, Importer, Tevekel Han, Galata,	Constantinople.
Messayeh, Joseph J., Importer.	Baghdad
Minot, Hooper & Co, Exporters	New York, N.Y., U.S.A.
Mitrani, Joseph, Importer.	Adrianople.
Modiano, Joseph Is., Importer.	Salonica.
Modiano, Saül Is., Importer.	Salonica
Modiano, Ugo R., Importer,	Salonica.
Morpurgo, Moise, Importer	Salonica.
Mouradian, Kevork, Importer, Stamboul,	Constantinople.
Obegi & Fils., N., Importers.	Aleppo.
Pappadimitriou Bros. & Co., Importers.	Smyrna.
Peristiany & Frères, J. Th., Importers	Aleppo.
Philippou, A., Importer	Janina, Albania.
Putnam-Hooker Co., The, Exporters, 56 Worth St.	New York, N.Y., U.S.A.
Salloum, Helou & Co., Importers	Beirut.
Sayegh, Joseph, Importers	Aleppo.
Schuep & Co., Importers	Aleppo.
Stevens & Co., J. P., 23 & 25 Thomas St.,	New York, N.Y., U.S.A.
Strong & Trowbridge Co., Exporters, 11, Battery Place,	New York, N.Y., U.S.A.
Suffern & Co., Exporters, 90-96, Wall Street	New York, N.Y., U.S.A.
Tiano, Henri, Importer.	Salonica.
Vafiadachi, M. & A., Importers.	Smyrna.
Varbetian, L. & L., Importers	Smyrna.
Wellington Sears & Co., 93 Franklin St.	Boston, Mass., U.S.A.
Zarifi, L., Importer, Hagopian Han, Galata	Constantinople.

Zelveian, M. & K. S., Importers	Mersine.
Zollinger & Co., Importers	Aleppo.

Cotton Seed Oil.

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

Cotton Yarn.

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

Currents.

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

Customs House Brokers.

Khoury, G. & A., Farrah	Beirut.
Vandegrift & Co., F. B., 12-25 Whitehall St.,	New York, N.Y., U.S.A.

Cutlery.

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

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

Directories.

Sachs, Elimeleh, Jerusalem Trade Directory, Souk-el-Bazar.	Jerusalem.
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Draperies.

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

Audi & Co., B., Importers	Beirut.
The Fellows Co., Manufacturers, 26 Christopher St.	New York, N.Y., U.S.A.
Hannania, Joseph, Importers,	Baghdad.
La Fontaine Bros., Ltd., Importers,	Constantinople.
Mourad Bey Baroudi, Importer	Beirut.
Parke, Davis & Co., Exporters, 50/54 Beak St., London W.,	England.
Suffern & Co., Exporters, 90-96 Wall St.	New York, N.Y., U.S.A.
Toeg, Ephraim S., Importers,	Baghdad.

Dry Goods.

Florentin Saporta & Beraha, Importers,	Salonica.
Stevens & Co., J. P., Com. Merchants, 23 & 25 Thos. St.,	New York, N.Y., U.S.A.

Dyes

Schuep & Co., Importers	Aleppo.
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Electrical Supplies.

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

Engines (Gasoline, Traction, &c.).

Avery Co., Exporters	Peoria, Ill., U.S.A.
International Harvester Co., Ferdinandstr. 5, Hamburg, 1.	Germany.
Walter A. Wood Mowing & Reaping Machine Co., Exporters, Hoosick Falls, N.Y., U.S.A.,	
Walter A. Wood Co., Ltd., 36 Worship St.,	London, England.

Walter A. Wood Company, m. b. H., Elisabethufer 5/6. Berlin, Germany.
 Waterloo Gasoline Engine Co., Exporters, Waterloo, Iowa, U.S.A.
 Wolverine Motor Works, Exporters Bridgeport, Conn., U.S.A.

Engineering.

Aperguis & Co., N.A., 40 Rue de la Douane, Galata, . . . Constantinople.
 Aftimus & Hacho Beirut.
 Chirin, Leon, M.E., Kenadjian Han, 3, Stamboul, . . . Constantinople.
 Steinhäuer & Co., Max, Sanitary & Hydraulic Engineers, . Cairo, Egypt

Exporters (General).

Arsen & Co., A. G., Gulbenkian Han, Stamboul. . . . Constantinople.
 Berk, Püttmann & Co. Baghdad.
 Parsegh G. Essefian, 28 Khorassandji Han, Sirkedji, Stamb. Constantinople.
 Kiziroglou & Co. Samsoun.
 Loir, Edouard Beirut, Syria.
 Marcantonakis & Manoussakis Candia, Crete.
 Papadopoulos, S. H. Samsoun.
 Sarafoglou, A. Th. Samsoun.
 Sarantis Frères, Exporters, 19, 20 Omar Abid Han. . . Galata, Constantinople.
 Stevens & Co., J. P., 23 & 25 Thomas St., . . . New York, N.Y., U.S.A.
 Vandegrift & Co., F. B., 12-25, Whitehall Street . . . New York, N.Y., U.S.A.

Feed Stuffs.

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

Firearms and Ammunition.

Baker, Geo. & A., Importers, 370 Grande Rue de Péra . . Constantinople.
 Peters, Frederick. Exporter, Pickhuben, 4, Freihafen. . . Hamburg, Germany.

Fish (Dried, Salt.)

Hancock & Wood, Importers Patras, Greece.

Flour.

Anastassiades, D.D., Importer Cairo, Egypt
 Capayannidès, G., Importer Trebizond.
 Cariciopoulo, Marc N., Importer, 12, Ibrahim Rifaat Han. Galata, Constantinople
 Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul Constantinople.
 Stock & Mountain, Importers, Khorassandji Han, Stamboul Constantinople.
 Theodoridi & Politis, Importers, Haviar Han, Galata, . . Constantinople.

Fountain Pens.

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

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

Austro-Oriental Trading Co. Ltd., Exporters Baghdad.
 Barff & Co. Ltd., P. G., Exporters. Smyrna.
 Blockey, Cree & Co., Exporters Baghdad.
 Chasseaud & Co., F.W., Exporters, Kossova Han, Sirkedji Constantinople.
 Elowe, Raphael J., Exporter Baghdad.
 Georgiadès & Co., Exporters Smyrna.
 Hadjantony, Ant. B., Exporter Smyrna.

The Hills Bros. Co., Exporters	Bassorah.
Wm. Hills Jr. & Co., Exporters	Bassorah.
Klonski, A. H., Exporter	Hebron.
Maghak, Fathalla D., Exporter	Baghdad.
Manola, John, Exporter	Smyrna.
Marcantonakis & Manoussakis, Exporters	Candia, Crete.
Mégarbané & Fils, Habib, Exporters	Aleppo.
Messayeh, Joseph J., Exporter	Baghdad.
Missir & Co., Exporters	Smyrna.
Missir & Co., Nicholas J., Exporters	Smyrna.
Mumdjian Bros., Exporters	Trebizond.
Protopazzi Bros., 31 Fenchurch St.,	London.
Reggio & Co., Ant., Exporters	Smyrna.
Sassine & Louvari Frères, Importers, P. O. B. N° 1	Cairo, Egypt.
Schamasch, Gourgie & Cie., Exporters	Baghdad.
Shabandar, Mahmoud, Exporter	Baghdad.
Stassinopoulo, S. A., Exporter	Smyrna.
Warde, Naasan & Co., Exporters	Beirut.
Whittall & Co., C., Exporters	Smyrna.
Wood & Selick, Importers, Dudson, Duane & Thomas Street	New York City, U.S.A.

Furniture.

Baker A., Importer, 470 Grande Rue de Péra	Constantinople.
Lambichi, M. E., Importer	Smyrna.
MacVittie, F. J., Importer	Smyrna.
Montgomery Ward & Co., Exporters	Chicago, U. S. A.
Nahmias, Samuel et Fils, Importers	Salonica.
Ourfalian & Bitchakdjian, Importers	Mersine.
Sioufi, Elie, Manufacturer	Beirut.

Galvanized Sheet Metals.

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

Glass.

Navarro, Isaac J., Importer	Salonica.
Sayeg Frères, Importers	Beirut.

General Exporters and Importers.

Abdeni & Co.	Aleppo.
Abramowitz, Leon P., 80 Calla Moslior	Bucharest.
Audi & Co., B.	Beirut.
Austro-Oriental Trading Co. Ltd.	Baghdad.
Baldwin, Theo. A.	Brussa.
Banque Commerciale de Palestine.	Jerusalem.
Barsamian, Hagop.	Aleppo.
Benveniste, Haim & Albert.	Salonica.
Cabbabeh Frères	Aleppo.
Chasseaud & Co., F.W., Kossova Han, Sirkedji, Stamboul,	Constantinople.
Chipman Limited, 10 Bridge St.,	New York, N.Y., U.S.A.
Cohen Mordoh & Cie.	Salonica.
Coufopoulos, D. G., Alyanak Han, Stamboul	Constantinople.
Coussa, Armand.	Aleppo.
Damiani, Barnabé.	Jerusalem.
Dizengoff, M.	Jaffa.

Fils d'Abram Nahman	Salonica.
Flechsigg, Oscar	Aleppo.
Gelat, Elias Th.	Jerusalem.
Hadjantony, Ant. B.	Smyrna.
Haim, D.	Jaffa.
Haldopoulo, N. P.	Trebizond.
Hancock & Wood	Patras, Greece.
Hindié, Elias	Aleppo.
Iahiel, Isaac I.	Salonica.
Kirchner & Co.	Aleppo.
Langridge, F. F.	Baghdad.
Laughton & Co., C. 42 Perchembè Bazar, Galata.	Constantinople.
Lemmi Frères, G.	Ordou.
Levin, Alter	Jerusalem.
Louisides, P. J.	Larnaca, Cyprus.
Mahokian, A.	Trebizond.
Manachy, Lorenzo Y.	Aleppo.
Marcantonakis & Mannoussakis	Candia, Crete.
Marcopoli & Co., V.	Aleppo.
Melissinos, Bernard	Piræus, Greece.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata.	Constantinople.
Mitrani, Joseph.	Adrianople.
Modiano, Ugo R.,	Constantinople.
Momdjian Bros	Trebizond.
Nemli Zadé Frères,	Trebizond.
Obegi & Fils, N., Exporters.	Aleppo.
Peristiany & Frères, J. Th.,	Alexandretta.
Petsaly, S.,	Alexandria, Cairo & Port Said, Egypt.
Phostiropoulo Frères,	Trebizond.
Pisani Alex. C.,	Kerassund.
» George C.,	»
Reppen, Theo, Arabian Han, Galata,	Constantinople.
Sayegh, Joseph, Exporter	Aleppo.
Schapira, J. M., 10 Rue Colocotroni	Athens, Greece.
Sciaky & Co., Victor,	Salonica.
Scialom, Isaac Moise,	Salonica.
Seefelder, Hans,	Salonica.
Shabandar, Mahmoud,	Baghdad.
Spathopoulo Frères, P.,	Kerassund.
Stassinopoulo, S. A.,	Smyrna.
Suffern & Co., 90-96 Wall St.,	New York, N.Y., U.S.A.
Tiano, Henri,	Salonica.
Turnbull, Jr. & Somerville	Valetta, Malta.
Vassiliou, Pittacos.	Mitylene.
Zini, A. T.,	Patras, Greece.
Zollinger & Co.,	Aleppo.

Glucose.

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

Government Contractors.

Avigdor, N. S., Inayet Han 67, 68 Stamboul,	Constantinople.
Baker, Geo. & A., Army contractors, 370 Gde Rue de Péra.	Constantinople.
Berghaus, Walter, Ihsan Bey Han, Stamboul,	Constantinople.
Bucknam, R. D., Assicurazione Generali Han, Galata.	Constantinople.

Edwards & Sons, Dilsiz Zadé Han, Stamboul,	Constantinople.
Fresco, Fils d'As'an, Manoukian Han, 1-5, Galata	Constantinople.
Giraud, O., Hagopian Han, Galata,	Constantinople.
Hecht, Emil, Angora Han, Stamboul,	Constantinople.
Langdon, J. D., Naval Contractor,	Smyrna.
Petsaly, S.,	Alexandria, Cairo & Port Said, Egypt.

Grain & Cereals.

Sciaky, Salomon J., Exporter	Salonica.
Seefeldter, Hans, Exporter,	Salonica.
Simeonoglou, Aristides, Exporter	Mersine.
Sursock, Aziz, Exporter,	Tarsus.
Theodoridi & Politis, Importers, Haviar Han, Galata,	Constantinople.
Xanthos, C., Exporter,	Salonica.

Groceries.

Cacoulides, J. P. H., Exporter,	Trebizond.
Capayannides, G., Importer,	Trebizond.
Economic Co-operative Society, Ltd., Importers,	Constantinople.
Errera, Isaac G., Importer,	Salonica.
Goldberg, Tewell, Importer,	Jerusalem.
Habicht, Braun & Co., Hudson & Laight Sts.,	New York, N. Y.
Hannania, Joseph, Importer,	Baghdad.
Hindié Frères, Importers,	Aleppo.
Hochstrasser & Co., Exporter,	Trebizond.
Koukaz & Zaloom, Exporters (Syrian Provisions)	Beirut.
Leslie & Co., John H., Importers, 29, Lake St.,	Chicago, Ill., U. S.A.
Mahokian, A., Exporter,	Trebizond.
Modiano & Co., Levy V., Exporters,	Salonica.
Navarro, Emmanuel Is., Importer,	Salonica.
Navarro M., Exporter,	Salonica.
» & Mijan, Importers,	Salonica.
Nemli Zadé Frères, Importers,	Trebizond.
Seefeldter, Hans, Importer	Salonica.
Xanthos, C., Exporter	Salonica.

Gum Tragacanth.

Abdul Kader El-Khadery, Exporter	Baghdad.
Barsamian, Hagop, Exporter	Aleppo.
Berk, Püttmann & Co., Exporters	Baghdad.
Brazzofoli, Max, Exporter	Mersine.
Chachaty Frères, Exporters	Mersine.
Chasseaud & Co., F.W., Exporters, Kossova Han, Sirkedji,	Constantinople.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Stamb.	Constantinople.
Elishaa, Nessim, Exporter	Baghdad.
Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stam.	Constantinople.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul	Constantinople.
Jeboury, Beythoum, Exporter,	Baghdad.
Kasbarian, N., Exporter, Buyuk Kirilli Pasha Han, Stamb.	Constantinople.
Maghak, Fathalla D., Exporter	Baghdad.
Manachy & Fils, Yanni, Exporters.	Aleppo.
Manuelian, H. & Co., Exporters.	Mersine.
Naccache & Fils, Ibr., Exporters	Mersine.
Obegi & Fils, N., Exporters.	Aleppo.
Sayegh, Joseph, Exporter.	Aleppo.
Zelveian, M. & K.S., Exporters	Mersine.

Guts (Sausage Casings).

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

Hardware.

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

Harness and Leather Goods.

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



Hosiery.

Douad & Abdo, Importers Beirut.

Hotels.

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

Hydraulic Lime

Sayeg Frères, Importers Beirut.

Importers (General).

Abramovitz, Leon P., 80 Calea Moslior Bucharest, Roumania.
Alisaffi, J., Samsoun.
Altendorff, Wright & Darr, Ralli Han, Stamboul, Constantinople.
Amar & Co., S., Validé Sultan Han, Stamboul. Constantinople.
Anastassiades, D.D., Cairo, Egypt.
Audi & Frères, S., Beirut.
Austro-Oriental Trading Co. Ltd., Baghdad.
Baldwin, Theo. A. Brussa.
Bensussan, Samuel I. Salonica.
Berk, Püttman & Co., Baghdad.
Birch, James H., Burlington, N.J., U.S.A.
Capayannides, G., Trebizond.
Cariciopoulo, Marc N., 12 Ibrahim Rifaat Han, Galata Constantinople.
Confopoulos, D. G., Buyuk Millet Han, Galata. Constantinople.
Dobrowolski Ambonetti & Co., Salonica.
Farwagi, E., & Fils Jaffa.
Habicht, Braun & Co., Hudson & Laight Strs., New York, N.Y., U.S.A.
Haddad, Elias And. Beirut.
Haldopoulo, N.P., Trebizond.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et
l'Importation, 8 Strada Lipscani, Bucharest, Roumania.
The Hills Bros. Co., Beach & Washington Strs. New York, N.Y., U.S.A.
Hindie Frères, Aleppo.
Hochstrasser, & Co., Trebizond.
Jaburg Bros., 1 & 3 North Str., New York, N.Y., U.S.A.
Khouri, G. & A., Farra Beirut.
Kouroubalekian, Khosrof, Tchetcheyan Han, Galata, Constantinople.
Koukaz & Zaloom Beirut.
Kuebler, Jona. Jaffa.
Lassus, P. Cairo, Egypt.
Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave, Chicago, Ill., U.S.A.
Lévy, Juda Gabriel Janina, Albania.
Lobel, Père et Fils Salonica.
Loir, Edouard, Beirut.
Misrachi, Edouard Salonica.
Mitrani, Joseph, Importer Adrianople.
Modiano, Fils de S. D. Salonica.
Mossery, Albert. »
Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamboul, Constantinople.
Nowill & Co., Sidney, Kevork Bey Han, Galata, Constantinople.
Petsaly, S. Alexandria, Cairo & Port-Said, Egypt.
Sayegh Frères. Beirut.
Schragger & Nelle, Setian Han, 30, Stamboul Constantinople.
Schuep & Co., Aleppo.
Seager & Co., Walter, Tchিনি Richtig Han, Galata Constantinople.

Shabandar, Mahmoud	Baghdad.
Sirgi & Co., M.	Beirut.
Stross Bros.,	Cairo, Egypt.
Tennant Sons & Co., C., 76, William Street	New York, N.Y., U.S.A.
Trad, P. & M.	Beirut.
Walker & Meimarachi,	Alexandria, & Cairo, Egypt.

Information Bureaus.

Sachs, Elimeleh, Souk-el-Bazar	Jerusalem.
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Insurance Agents.

Algranti, Victor, Yeni Han, Sirkedji, Stamboul	Constantinople.
Curmusi, Theo. N., Tchিনি Richtigim Han, Galata	Constantinople.
Farwagi, E., & Fils	Jaffa.
Gelat, Elias Thomas, Fire, Life & Accident	Jerusalem.
Hancock & Wood	Patras, Greece.
Kuebler, Jona	Jaffa.
Levin, Alter	Jerusalem.
Liverpool & London & Globe Insurance Co., Galata,	Constantinople.
Loir, Edouard	Beirut.
Molho, Isaac	Salonica.
Nahama & Cie., J.	Salonica.
Philippon, A.,	Janina, Albania.
Romeo, Francis L.,	Alexandria, Egypt.
Sciaky & Co., Victor.	Salonica.
Seager & Co., Walter, Tchিনি Richtigim Han, Galata	Constantinople.
Sellar, A. W., & Co., Altiparmak Han, Stamboul	Constantinople.
Trochanis A. N.	Cairo, Egypt.
Vandegrift & Co., F. B., 12-25, Whitehall Street	New York, N.Y., U.S.A.
Varbetian, L. & L.	Smyrna.
Whittall, Saltiel Co. Ltd.	Salonica.
Yannoulato, Ant. G., Abid Han, Galata	Constantinople.

Iron & Steel.

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

Jewelry.

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

Laces and Embroideries.

Abdo Bros., George, Exporters.	Beirut.
Audi & Frères, S., Manufacturers & Exporters	Beirut.
Demirdjian, Moses N., Exporter,	Aintab.
Elias Abu Samra & Fils, Exporters	Beirut.
Fares and Geo. Farah., Exporters	Beirut.

Gelat, Elias Thomas, Exporter	Jerusalem.
Kabbaz & Co., P. A., Exporters,	Aleppo.
Karamanoukian & Fils, Garouge, Exporters,	Aintab.
Koukaz & Taloom, Exporters	Beirut.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul,	Constantinople.
Saba, Alexander, Exporter,	Aleppo.
Sadullah & R. Levy, Exp., Rue Mahmoud Pasha, 232, Stamb,	Constantinople.
Sayegh, Joseph, Mfr & Exporter.	Aleppo.

Leather.

Abdeni & Co., G.G., Importers,	Aleppo.
Anastassiades, D.D., Importer.	Cairo, Egypt.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul,	Constantinople.
Berk, Püttmann & Co., Importers.	Baghdad.
Blattner, Andrew, Manufacturer, Yedi Koulé	Constantinople.
Bonja & Co., A., Importers,	Aleppo.
Coussa, Armand, Importer	Aleppo.
Elkiatib, Salim, Importer, Elkiatib Han,	Constantinople.
Enriquez, Clement, Importer,	Baghdad.
Fulias & Co., Importers, Abid Han, Galata,	Constantinople.
Haddad, Elias And., Importer.	Beirut.
Hananel, N.B., Imp., Meydandjik, Xanthopoulo Han, Stamb.	Constantinople.
Jean Hauser, Mgr. Société Anonyme, pour l'Exportation et l'Importation, Importer, 8 Strada Lips cani	Bucharest, Roumania.
Jaboury, Beythoum, Importer,	Baghdad.
Kabbaz & Co., P.A., Importers,	Aleppo.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul.	Constantinople.
Lynch & Co., Stephen, Importers,	Baghdad.
Maulwurf, Ed., Importer & Exporter,	Salonica.
Messayeh, R.D., Importer,	Baghdad.
Mill, E. H., Mgr. Strong & Trowbridge Co, Galata,	Constantinople.
Modiano, Saül Is., Importer & Exporter,	Salonica.
Obegi & Fils, N., Importer	Aleppo.
Peristiany & Frères, J. Th., Importers,	Alexandretta.
Sayegh, Joseph, Importer	Aleppo.
Sarantis Frères, 19, 20 Omar Abid Han, Galata.	Constantinople.
Sassini & Louvari Frères, Importers	Cairo, Egypt.
Serefas, D., Importer & Exporter,	Salonica.
Sourlangas Fils, E.N., Importers, Ghazi Asker Han, Stamb.	Constantinople.
Sourlangas, Stylianos E., Mfr	Mitylene.
Stone, Timlow & Co., Manufacturers	Boston, Mass., U.S.A.
Stratoulis & Tsampiras, Importers	Athens, Greece.
Wolfner, Joseph, Exporter	Belgrade, Servia.
Xanthos, C., Importer & Exporter,	Salonica.

Licorice Root.

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

Lighting Devices.

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

Linoleum.

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

Cabbabeh Frères, Importers	Aleppo.
Eugenides, Lazaridis & Co, Arabian Han, Galata	Constantinople.
Khoury Farrah, K. & B., Importers	Beirut.
Serefas, D., Importer	Salonica.

Machinery.

Aperguis & Cie., N. A., Importers, 40, rue de la Douane .	Galata, Constantinople.
Balladur, Chas .P., Importer	Smyrna.
Berk, Pütman & Co., Importers	Baghdad.
Blockey, Cree & Co., Importers	Baghdad.
Cardwell Machine Co., Exporters	Richmond, Va., U.S.A.
Chipman Limited, 10 Bridge St.,	New York, N.Y., U.S.A.
Chirin, Leon, M. E., Importer, Kenadjian Han, Stamboul.	Constantinople.
Dizengoff, M., Importer	Jaffa.
Draghi, Louis, Importer	Adana.
Fairbank Co., The N. K., Exporters, 7 Dearborn St., . . .	Chicago, Ill., U.S.A.
Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg.,	New York, N.Y., U.S.A.
Frangakis, Ant. Ch., Importer	Aleppo.
Fairbanks Co., Exporters	New York, N.Y., U.S.A.
Goldenberg & Fils, David,	Braila, Roumania.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, Importers, 8 Strada Lipsceani	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul	Constantinople.
Loutfalla, Georges, Importer	Adana.
Lykiardopoulos Fils, A., Importer	Mersine.
Lynch & Co., Stephen, Importers	Baghdad.
Messayeh, Joseph J., Importer	Baghdad.
Messayeh, R. D., Importer	Baghdad.
Zarifi, L., Importer, Hagopian Han, Galata	Constantinople.

Machine Tools.

Fairbanks Co., Exporters.	New York, N.Y., U.S.A.
Niles-Bement-Pond Co., Exporters, 111, Broadway. . . .	New York, N.Y., U.S.A.
Pratt & Whitney Co., 111, Broadway, Exporters.	New York, N.Y., U.S.A.

Maize Oil.

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

Manufactures.

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

Marbles.

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

R. G. Dun & Co.	New York and Vienna.
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Merchants (General)

Vassiliou, Pittacos A.	Mitylene.
Sourlangas, Stylianos E.	Mitylene.
Mouzas, Basil A.	Mitylene.

Metals (Tin, Zinc, etc.).

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

Minerals.

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

Mother of Pearl.

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

Motor Boats and Motors.

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

Musical Instruments.

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

Nails (Wire).

Ourfalian & Bitchakdjian, Importers	Mersine.
United States Steel Products Co., Exporters, 30 Church St.	New York, N.Y., U.S.A.

Nuts and Seeds.

Alexandrides, P. & N., Exporters,	Kerassund.
Barff & Co. Ltd., P.G., Exporters	Smyrna.
Bonja & Co., A., Exporters,	Aleppo.
Cacoulides, G.N., Exporter,	Trebizond.
Cacoulides, J.P.H., Exporter	Trebizond.
Elishaa, Nessim, Exporter,	Baghdad.
Fidao & Co., F., Exporters,	Smyrna.
Fils de Jacob Scialom, Exporters,	Salonica.
Guevchenian, H., Exporter,	Samsoun.
Habicht, Braun & Co., Hudson & Laight Sts.,	New York.
Hadjantony, Ant. B., Exporter	Smyrna.
Haldopoulo, N.P., Exporter,	Trebizond.
The Hills Bros. Co., Importers, Beach & Washington Sts.,	New York, N.Y., U.S.A.
Hochstrasser & Co., Exporters,	Trebizond.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul,	Constantinople.
Jaburg Bros., 1 & 3 North Street, Importers	New York, N.Y., U.S.A.
Kabbaz & Co., P.A., Exporters,	Aleppo.
Karamanoukian & Fils, Garouge, Exporters,	Aintab.

Keun, Lavino & Co., Exporters,	Smyrna.
Lemmi Frères, G., Exporters	Ordou.
Maghak, Fathalla D., Exporter	Baghdad.
Mahokian, A., Exporter	Trebizond.
Manachy, Lorenzo Y., Exporter	Aleppo.
Mitrani, Joseph, Exporter,	Adrianople.
Mumdjian Bros., Exporters	Trebizond.
Pisani, i Alex. C., Exporter	Kerassund.
Pisani, Geo. C., Exporter,	Kerassund.
Reggio, Abel, Importer, 105, Hudson Street	New York, N. Y., U. S. A.
Reggio & Co., Ant., Exporters,	Smyrna.
Scialom & Co., Albert, Exporters,	Salonica.
Spathopoulo Frères, P., Exporters,	Kerassund.
Spencer Importing and Trading Co., 163 Greenwich St.,	New York, N. Y., U. S. A.
Stock & Mountain, Exporters, Korassandji Han, Stamboul.	Constantinople.
United Confectioners Supply Co., Importers, Greenwich Str,	New York, N. Y., U. S. A.
Worde, Naasan & Co., Exporters, (Apricot Stones)	Beirut.
Whittall, Saltiel Co., Exporters	Salonica.
Whittall & Co., C., Exporters	Smyrna.
Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb.	Constantinople.
Wood & Selick, Importers, Dudson Duane & Thomas Streets	New York, N. Y., U. S. A.

Oils (Lubricating, etc.).

Audi & Frères, S., Importers	Beirut.
Baldwin, Theo. A.,	Brussa.
Blockey, Cree & Co., Importers	Baghdad.
Bonja & Co., A., Importers	Aleppo.
Brazzafolli, Max, Importer	Mersine.
Chasseaud & Co., F. W., Importers, Kossova Han, Sirkedji,	Constantinople.
Chrissafidès & Georgiadès, Importers, Galata	Constantinople.
Cohen Mordoh & Cie., Importers	Salonica.
Frangakis, Ant. Ch., Importer	Aleppo.
Franghakis & Sinnossoglou, Importers	Adana.
Giraud, O., Importer, Agopian Han, Galata	Constantinople.
Hauser, Jean, Mgr. Société Anonyme pour l'Importation et l'Exportation, Importers, 8 Strada Lipsani	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.	Constantinople.
Loutfalla, Georges, Importer	Adana.
Matteossian, Leon, Importer, Tevekel Han, Galata,	Constantinople.
Milischitsch, Ilija Importers	Belgrade, Servia.
Modiano, Joseph Is., Importer	Salonica.
Modiano & Cie., Levy V., Importers	Salonica.
Pharaon, Issa, Schoucair & Co., Importers Mineral Oils	Beirut.
Tasartes & Barzilaï, Importers, Tohafdj Han, Stamboul	Constantinople.
Vacuum Oil Co., Exporters	Rochester, N. Y., U. S. A.
» » »	Cairo, Egypt.
» » »	Jaffa, Palestine.
» » »	Beirut, Syria.
Standard Oil Co., Exporters	New York, N. Y., U. S. A.
Zarifi, L., Importer, Agopian Han, Galata.	Constantinople.

Oléo Oil.

Amar & Cie., S., Importers, Validé Sultan Han, Stamboul	Constantinople.
Artus, Henri, Importer	Mersine.
Brazzafolli, Max, Importer	Mersine.
Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifrat Han, Gal.	Constantinople.
Chachaty Bros., Importers	Mersine.

Chrissafidès & Georgiadès, Importers, Galata	Constantinople.
Cohen Mordoh & Cie., Importers	Salonica.
Coufopoulos D. G., 25 Buyuk Millet Han, Galata,	Constantinople.
Frankfort, M., 200, Produce Exchange,	New York N. Y., U.S.A.
Fulias & Cie., Importers, Abid Han, Galata.	Constantinople.
Hammer & Hirzel, Importers, Buyuk Yéni Han, Stamboul.	Constantinople.
Hug & Co., J., Importer	Cairo, Egypt.
Juda & Salmona, Importers.	Salonica.
Klonski, A. H., Importer.	Hebron.
Matteossian, Leon, Importer, Tevekel Han, Galata,	Constantinople.
Milischitsch, Ilija, Importer	Belgrade, Servia.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata,	Constantinople.
Mitrani, J.,	Adrianople.
Modiano & Cie., Levi V., Importers	Salonica.
Molbo, Isaac, Importer.	Salonica.
Mumdjian Bros, Importers	Trebizond.
Navarro, Em. Is., Importers	Salonica.
Pharaon, Issa, Schoucair & Co., Importers	Beirut.
Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata,	Constantinople.
Seefelder, Hans, Importer	Salonica.
Sourlangas Fils, E. N., Importers, Stamboul	Constantinople.
Suftern & Co., Exporters, 90-96 Wall St.	New York, N. Y., U.S.A.
Tasartez & Barzilaï, Importers, Tohafdji Han, Stamboul. .	Constantinople.
Tiano, Henri, Importer	Salonica.
Xanthos, C., Importer,	Salonica.
Zelveian, M. & K. S., Importers	Mersine.
Zarifi, L., Importer, Agopian Han, Galata,	Constantinople.

Olives and Olive Oil.

Alazza, Dem. H., Exporter	Mitylene.
Barfl & Co., Ltd., P.G., Exporters,	Smyrna.
Coulevas, M. & A., Exporters	Piræus, Greece.
Fidao & Co., F., Exporters.	Smyrna.
Keun, Lavino & Co., Exporters,	Smyrna.
Reggio & Co., Ant., Exporters,	Smyrna.
Whittall & Co., C., Exporters,	Smyrna.

Opium.

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

Optical Goods.

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

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

Paper.

Albemarle Paper Manufacturing Co.	Richmond, Va., U.S.A.
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Paint and Varnishes.

Blum & Levy, Importers,	Jerusalem.
Chrissafidès & Georgiadès Importers, Galata,	Constantinople.
Franghakis & Sinnossoglou, Importers	Adana.
Khabbaz & Co., Importers,	Aleppo.

Perfumery.

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

Petroleum.

Florian, R., Str. Stavropoulos 6,	Bucharest, Roumania.
Lykiardopoulos Fils, A., Importers.	Mersine.
Philippou, A., Importer	Janina, Albania.
Vacuum Oil Co., Exporters,	Rochester, N.Y., U.S.A.
» » » Importers,	Jaffa.
» » » »	Beirut.
» » » »	Cairo, Egypt.
Standard Oil Co., Exporters,	New York, N.Y., U.S.A.

Physicians and Dentists.

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

Pianos, Piano Players, &c.

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

Pistachio Nuts.

Barsamian, Hagop, Exporter	Aleppo.
Mégarbané & Fils, Habib, Exporters	»

Pipes (Gas, Water, etc.)

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

Plumbing Fixtures.

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

U.S. Playing Card Co., Exporters.	Cincinnati, Ohio, U.S.A.
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Printing & Printers' Requisites.

American Press	Beirut.
The Levant Herald	Constantinople.

Printing Paper.

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

Pumps.

Altitzoglou Fils, J., Importers Mersine.
 Avedissian & Kechichian, Importers Adana.
 Flint & Walling Mfg. Co., Exporters Kendallville, Ind., U. S. A.
 Frangakis, Ant. Ch., Importer Aleppo.
 Franghakis & Sinnossoglou, Importers Adana.
 Loutfalla, Georges, Importer Adana.
 Matteossian, Leon, Tevekel Han, Galata Constantinople.
 Rumsey & Co. Ltd., Exporters Seneca Falls, N. Y., U.S.A.

Razors & Blades.

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

Road Making Machinery.

International Harvester Co., Ferdinandstr. 5, Hamburg 1, Germany.

Rubber Goods.

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

Safes.

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

Saw Mill Machinery.

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

Sesame Seed.

Simeonoglou, Aristidès, Exporter Adana.

Sesame Seed Oil.

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

Sewing Machines.

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

Shipping & Shipping Agents.

Achaia S.S. Co., Ltd., Patras, Greece.
 Algranti, Victor, Yeni Han, Sirkedji, Stamboul Constantinople.
 Alevra, D. G. Smyrna.
 Anglo-American Nile Navigation Co., Cairo, Egypt.

Archipelago American Steamship Co.	Smyrna.
» » » »	Constantinople.
» » » »	Beirut.
Artus, Jean	Mersine.
Barff & Co., Ltd., P. G.	Smyrna.
Cunard Steamship Co., Tchিনি Rihtim Han, Galata, . . .	Constantinople.
Curmusi, Theo. N., Tchিনি Rihtim Han, Galata, Agent for Austro-American S. S. Line & Achaia S. S. Co., .	Constantinople.
Eliades & Mouka,	Smyrna.
Farwagi, E., & Fils	Jaffa.
Fli Cauchi,	Salonica.
Hancock & Wood	Patras, Greece.
Hochstrasser & Co.,	Samsoun.
Hoffmann, S. & W.	Belgrade, Servia.
Keubler, Jona.	Jaffa.
Khouri, G. & A., Farra	Beirut.
Laughton & Co., 42 Perchembé Bazar, Galata,	Constantinople.
Louisides & Co., P. J.,	Larnaca, Cyprus.
Marassoglou, V., Arabian Han, Galata,	Constantinople.
Mavrommati, André,	Mersine.
Maulwurf, E.,	Salonica.
Messageries Maritimes	Cairo, Egypt.
M. Mewes, General Agent for Norddeutscher Lloyd, Rue Charab Iskelessi, 7-9, Galata	Constantinople.
Molho, Isaac,	Salonica.
Nahama & Co.,	Salonica.
Petsaly, S.	Alexandria, Cairo & Port-Said, Egypt.
Philippou, A.,	Janina, Albania
Phostropoulo Frères,	Trebizond.
Rees & Co., Ltd., T. Bowen,	Smyrna.
Reppen, Theo., Arabian Han, Galata.	Constantinople.
Schenker & Co.	Belgrade, Servia.
Seager & Co., Walter, Tchিনি Rihtim Han, Galata, . . .	Constantinople.
Theodoridi & Co.	Braila, Roumania.
Turnbull, Jr., & Somerville,	Valetta, Malta.
Vandegrift & Co., F.B., 15-25 Whitehall St.	New York, N. Y., U.S.A.
Whittall & Co., G.,	Smyrna.
Yannoulato, Ant. G., Abid Han, Galata,	Constantinople.

Ship Chandlery.

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

Shoe Polishes (Polishing Sets, etc.)

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

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

Silver Ware.

Kouroubalekian, Kh. Importer, Buyuk Tunnel Han, Galata, .	Constantinople.
Melki & Menassah, Importers	Beirut.

Skates (Roller).

Samuel Winslow Skate Manufacturing Co., Exporters, . .	Worcester, Mass., U.S.A.
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Skins, Hides and Furs.

Abdul Kader El-Khedery, Exporter,	Baghdad.
Apikian & Co., Exporters,	Baghdad.
Arzen & Co., A.G., Exporters, Gulbenkian Han, Stamboul	Constantinople.
Austro-Oriental Trading Co., Ltd., Exporters,	Baghdad.
Berk, Pütman & Co., Exporters	Baghdad.
Blattner, Andrew	Constantinople.
Chachaty Frères, Exporters,	Mersine.
Parsegh G. Essefian, Exporter, Sirkedji, Stamboul,	Constantinople.
Fresco, Fils d'Aslan, Exporters, Manoukian Han, 15, Galata	Constantinople.
Gelat, Elias Thomas, Exporter (Sheep & Goat).	Jerusalem.
Hannania & Son Showa, Joseph, Exporters.	Baghdad.
Hecht, Emil, Importer & Exporter, Angora Han, Stamboul,	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul	Constantinople.
Jeboury, Beythoum, Exporter,	Baghdad.
Kasbarian, N., Buyuk Kiritli Pasha Han, Stamboul. . . .	Constantinople.
Klonski, A. H., Exporter,	Hebron.
Langridge, F.F., Exporter,	Baghdad.
Lynch & Co., Steven, Exporters,	Baghdad.
Mahokian, A., Exporter.	Trebizond.
Manuelian, H., & Co., Exporters	Mersine.
Maulwurf, E., Exporter,	Salonica.
Messayeh, Joseph J., Exporter,	Baghdad.
Modiano, Saul Is., Exporter,	Salonica.
Nemli Zadé Frères, Exporters.	Trebizond.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul,	Constantinople.
Pesnikidis, P., Exporter	Salonica.
Sarfati, Joseph, Exporter, Rezvan Han, Stamboul,	Constantinople.
Schamasch, Gourgié & Co., Exporters	Baghdad.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul,	Constantinople.
Stone, Timlow & Co.,	Boston, Mass., U.S.A.
Wolfner, Joseph, Exporter	Belgrade, Servia.
Xanthos, G., Exporter,	Salonica.

Soap.

Errera, Isaac G., Importer,	Salonica.
Loir, Edouard, Importer	Beirut.
Modiano Frères & Fils, Isaac, Importers,	Salonica.
Modiano & Co., Levy V., Importers,	Salonica.
Procter & Gamble Co., Manufacturers	Cincinnati, O., U.S.A.

Starch.

Corn Products Refining Co., National Starch Co.,	New York, N.Y., U.S.A.
Errera, Isaac G., Importer,	Salonica.
Gilchrist Walker & Co.,	Galata, Constantinople

Stationery

Economic Co-operative Society Ltd., Importers,	Constantinople.
Matteossian, V.H., Importer, American Bible House, Stamb.	Constantinople.
Modiano Frère & Fils, Isaac, Importers,	Salonica.
Siev Bros., Merchants,	Jerusalem.
Société Commerciale du Levant, Importers,	Salonica.

Sugar.

Wm. Hills, Jr. & Co., Importers,	Bassorah.
Mumdjian Bros., Importers	Trebizond.

Tallow.

Goldenberg & Fils, David. Braila, Roumania.

Telegraph Service.

Western Union Telegraph & Cable Company, New York, N.Y., U.S.A.

Telephone Supplies.

The Bell Telephone Mfg. Co., Antwerp, Belgium.

Western Electric Co., Exporters, 463 West St. New York, N.Y., U.S.A.

Tents.

Baker, Geo. & A., Importers, 370 Grande Rue de Péra . . Constantinople.

Tobacco.

Adamopoulo, A.C., Exporter, Smyrna.

African Cigarette Co., Ltd., The, Exporters, 8 A Lycourgos St. Athens, Greece.

American Tobacco Co., Salonica.

American Tobacco Co., Smyrna.

Nemli Zadé Frères, Exporters, Trebizond.

Oriental Tobacco Trading Co., Ltd., Exporters, Salonica.

Pesnikidis, P., Exporter Salonica.

Drucklieb, C., & Co., Exporters. New York, N.Y., U.S.A.

Pirocacco, Christo, Exporter, Smyrna.

Serefas, D., Exporter, Salonica.

The Surbrug Co., Importers New York, N.Y., U.S.A.

Tourist Agencies.

Anglo-American Nile Navigation Co., Cairo, Egypt.

Cook & Son, Thos.. . . . Constantinople.

Turkish Delight.

Sellar & Co., A.W., Exporters, Altiparmak Han, Stamboul. Constantinople.

Typewriters and Supplies.

Abramovitz, Leon P., Calea Moslior, 80 Bucharest, Roumania.

Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul, . Constantinople.

Kouroubalekian, Khosrof, Importer, Buyuk Tunnel Han, Galata Constantinople.

Lambichi, M.E., Importer, Smyrna.

Monarch Visible Typewriter Co., Ltd., 165 Queen Victoria St., London, E.C., England.

Nowill & Co., Sidney, General Agents for Turkey of the

Remington Typewriter Co. of New York, Kevork Bey

Han, Galata Constantinople.

Panayottou & Co., John E. Cairo, Egypt.

Remington Typewriter Co., New York, N.Y., U.S.A.

Umbrellas.

Trad, P & M., Manufacturers Beirut.

Valonia.

Whittall & Co., Exporters Smyrna.

Watches.

Keystone Watch Case Co., Exporters, Pickhuben, I . . . Hamburg, Germany.

Wind Mills.

Flint & Walling Mfg. Co., Exporters.	Kendallville, Ind., U.S.A.
Schapira, J. M., Importer, 10 Colocotroni St.,	Athens, Greece.

Wines and Liquors.

Abdulkader El-Khederi, Exporter,	Baghdad.
Audi & Frères, S., Importers.	Beirut.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata.	Constantinople.
Cambas, André P., Manufacturer & Exp. 10 Rue Philhellènes	Athens, Greece.
Enriquez, Clement, Importer,	Baghdad.
Wm. Hills Jr., & Co., Importers	Bassorah.
Jeronimides, A. D.	Cairo, Egypt.
Navarro & Mijan, Importers,	Salonica.
Reggio & Co., Ant., Importers,	Smyrna.
Sadullah & Robt. Levy, Importers, Stamboul,	Constantinople.
Schamasch, Gourgi & Co., Importers,	Baghdad.
Rothschild, Zalel, Importer,	Jerusalem.

Wire (barbed, plain, etc.)

United States Steel Products Co., Exporters, 30 Church St.	New York, N.Y., U.S.A.
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Wool and Mohair.

Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul,	Constantinople.
Artus, Henri, Exporter	Mersine.
Austro-Oriental Trading Co. Ltd., Exporters	Baghdad.
Barsamian, Hagop, Exporter	Aleppo.
Berk, Püttmann & Co., Exporters	Baghdad.
Blockey, Cree & Co., Exporters	Baghdad.
Chachaty Frères, Exporters.	Mersine.
Coussa, Armand, Exporter	Aleppo.
Elishaa, Nessim, Exporter	Baghdad.
Elowe, Raphael J., Exporter	Baghdad.
Forino Co., Importers, 143, Federal Street	Boston, Mass., U. S. A.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata	Constantinople.
Gulbenkian Bros. & Co., Exporters, Stamboul	Constantinople.
Hecht, Emil, Exporter, Angora Han, Stamboul	Constantinople.
Hindie, Elias, Exporter	Aleppo.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul .	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul	Constantinople.
Jeboury, Beythoum, Exporters	Baghdad.
Kasharian, N., Exporter, Buyuk Kiritli Pasha Han, Stamb.	Constantinople.
Keun & Co., Alfred A., Exporter	Smyrna.
Klonsky, A. H., Exporter	Hebron.
Lavino & Co., A., Exporters	Smyrna.
Lemmi Frères, G., Exporters	Ordou.
Langridge, F. F., Exporter	Baghdad.
Lynch & Co., Stephen, Exporters, Baghdad	Baghdad.
Marcopoli & Co., V., Exporters	Aleppo.
Manachy, Lorenzo Y., Exporter	Aleppo.
Manuelian, H., & Co., Exporters	Mersine.
Maulwurf, E., Exporters	Salonica.
Mégarbané & Fils, Habib, Exporters	Aleppo.
Messayeh, R. D., Exporter	Baghdad.
Modiano, Saül Isaac, Exporter.	Salonica.
Obegi & Fils, N., Exporters	Aleppo.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul	Constantinople.
Pesnikidis, P., Exporter	Salonica.
Sarfati, Joseph, Exporter	Salonica.

Schamasch, Gourgie, & Co., Exporters	Baghdad.
Serefas, D., Exporter	Salonica.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul.	Constantinople.
Stone, Timlow & Co.,	Boston, Mass., U.S.A.
Warde, Naasan & Co., Exporters	Beirut.
Whittall & Co., J. W., Exporters	Constantinople.
Zelveian, M. & K., Exporters	Constantinople.

Woollen Goods.

Elkiatib, Salim, Importer, Elkiatib Han,	Constantinople.
Schuep & Co., Importers	Aleppo.

List of Non Classified Members.

Aaronsohn, Aaron, Agricultural Experiment Station . . .	Haifa,
Abouaf & Co., A.	Cairo, Egypt.
Asfar & Co.,	Baghdad.
Banning, Hubert, Asmali Mesdjid 35, Pera	Constantinople.
Bowen, Marcellus, Agent, American Bible Society . . .	Constantinople.
Braggiotti, Geo. M., Mines and Forests	Constantinople.
Brill, A.	Jaffa.
Calvert, F. R. J.	Dardanelles.
Chester, A. T., Ottoman-American Development Co. . .	New York, N.Y., U.S.A.
Damon, Theron J., Journalist	Constantinople.
Davis, D. Alton, Sec'y Y. M. C.A., American Bible House	Constantinople.
Doucarelis, Aristides M.,	Mitylene.
Efstathiou, Apostolos, English Stores Proprietor . . .	Mitylene.
Grech, Alfred R.	Dardanelles.
Heisman, Sam.	Jaffa.
Heizer, Oscar S., American Consular Service	Constantinople.
Hill, Arthur E., Mgr. Standard Oil Co.,	Salonica.
Horton, George, American Consular Service	Smyrna.
Jackson, Jesse B., American Consular Service	Aleppo.
Jewett, Milo A., American Consular Service	Kehl, Baden, Germany.
Keller, Theodor S., Mgr., Fulas & Co. Rue Xenophon. .	Athens, Greece.
Lapin, Aaron	Jaffa.
Lapin & Hurwitz	Jaffa.
Macdonald, P. N., Vacuum Oil Co.,	Cairo, Egypt.
Masterson, William W., American Consular Service . .	Harput.
Memminger, Lucien, American Consular Service. . . .	Paris.
Morgan, Albert L., Professor, Robert College	Constantinople.
Moussa & Co., Selim,	Jaffa.
Murray, Wm. E., American College for Girls	Scutari, Constantinople.
Nathan, Edward I., American Consular Service	Mersine.
New London Business Men's, Association.	New London, Conn., U.S.A.
Odell, Ralph, M., U. S. Commercial Agent	Washington, D.C., U.S.A.
Peet, W.W., Treasurer, American Missions.	Constantinople.
Psyrras, Dimitrios.	Mitylene.
Ravndal, G. Bie, American Consular Service	Constantinople.
Rubin, Samuel, Promoter,	Jerusalem.
Sassoon & Co., David.	Baghdad.
Schulz, Walter H., American Consular Service	Aden, Arabia.
Strick, Scott & Co.,	Baghdad.
Summers, Maddin, American Consular Service	Belgrade, Servia.
Ward, William E.D., American Consular Service . . .	Harput.
Wirth, Jr., Frederick	Constantinople.
Wortham, Richard G., American Tobacco Co.,	Salonica.

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