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Levant Trade Review

PUBLISHED BY THE

American Chamber of Commerce for the Levant.

American Red Cross Work in Turkey.

(Written for *Levant Trade Review* by EDWIN ST. JOHN WARD, M.D.)

ON the cover of the AMERICAN RED CROSS MAGAZINE are printed these words — Founded to aid in the prevention and alleviation of human suffering in times of war and peace—. This shows the "raison d'être" of the American National Red Cross. It unites Americans in a mission



American Red Cross Tents in the Syrian Desert.

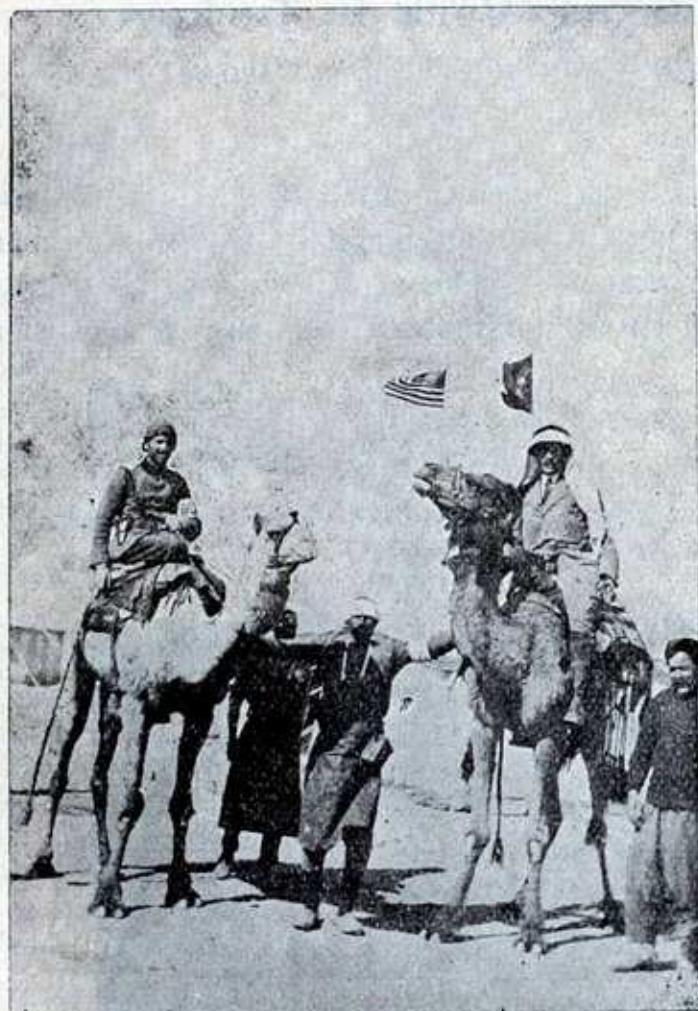
to help all sorts of people in any part of the world whenever special emergencies arise.

For more than fifty years Americans have been peculiarly interested in the moral and material welfare of Turkey and to this end have made many generous contributions. Among the most practical forms in which this interest has been shown is the work of American physicians and surgeons. Scattered through the Empire, these men have established

well equipped hospitals which have been a boon to the land. During the times of war and pestilence they have left their regular work and offered their services freely to help the soldiers or the unfortunate civil population. Several years ago, two Chapters of the American Red Cross were organized in Turkey —one at Beirut and the other in Constantinople—. Through these Chapters the Americans in these important centers have carried on all kinds of relief work in the name of and with the help of the American National Red Cross.

The fight against tuberculosis and in the Balkan war the care of the wounded or sick soldiers and later relief for the refugees from Macedonia, these have been some of the varied activities.

When the present war began in Turkey both of these Chapters promptly made plans to meet the needs of the occasion. The Beirut Chapter divided its work into two parts, one medical relief for the wounded in the Turkish army in Syria and Palestine, and the other, relief for the poor and destitute of Beirut and its vicinity, people who suffered indirectly from the war. Beirut being the largest port of Syria depends largely



Dr. Ward on Camel.

for its prosperity upon its trade and commerce. With the blockading of the port some forms of business came to a standstill and some people were thrown out of employment. The Red Cross Chapter appointed various committees to investigate the cases of all who applied for help and to give them some sort of employment if possible. The men were set to work in cleaning the streets and under the efficient direction of Professor Reed about 75 men were employed daily, so that there was soon a vast improvement in the cleanliness of

the city. The municipality cooperated by supplying the tools and the carts. So many were the applicants that each of the workmen was allowed to work only part of each week after which his place was filled by another needy one. Various other kinds of work were found, such as hunting for locusts, eggs, rebuilding walls etc., to allow for the employment of more men. Much more work would have been done, had the funds available been sufficient. For the women various kinds of



American Red Cross Hospital, Taxim.

sewing and lacemaking were inaugurated and several sales were held at which considerable sums were realized so that some of the money was used over several times. For those who were destitute and could not work, flour and other provisions were distributed in small amounts. Similar work was undertaken at Sidon for a while. Throughout the whole of Syria there is great need of such relief and the funds at hand

have been entirely inadequate. As long as the war continues, the resources of the Red Cross will be taxed to the utmost.

The relief work for the Turkish army in Syria and Palestine was assigned to the Faculty of the Syrian Protestant College as a Committee of the Red Cross. This committee accordingly offered the help of an American Red Cross party to His Excellency Jemal Pasha, Minister of



Staff of American Red Cross Hospital, Taxim.

Front row, left to right: Dr. W. M. POST; the MOTHER-SUPERIOR; Hon. HENRY MORGENTHAU; Mrs. MORGENTHAU; Hon. G. BIE RAVNDAL, W. W. PEET, Esq.

Marine and Commander in Chief of the Fourth Army. He kindly accepted the offer and requested that an American field hospital be installed in the desert south of Beersheba to care for the wounded in the attack on the Suez Canal. There was no time to secure workers or supplies from America but by hard work and the hearty co-operation of many friends, a well equipped expedition was sent to the front in good

time. Dr. Ward, Professor of Surgery at the College, was appointed Director, and Rev. M. Doolittle, American Presbyterian Missionary from Sidon, as Associate Director. With them went three graduate doctors and sixteen of the students of the Medical Department and four volunteers from the Sisters of Kaiserswerth. There were many difficulties to be faced in conducting such a tent hospital in the desert. Transportation had to be done almost entirely by camels, the water supply was not always adequate nor easily obtained; sand-storms were frequent, making all work during such times very difficult, and on several occasions there was a threatened shortage of provisions. However, the hospital cared for 220 patients during the short campaign and after six weeks of work at Hafir el Audji brought the last of the wounded back to Jerusalem. His Excellency Jemal Pasha graciously thanked the American Red Cross for this signal service which it rendered to the Turkish Army and asked the Sublime Porte to express the same to the American Ambassador at Constantinople. The expedition returned to Beirut, planning to hold itself in readiness for similar work whenever it should be called upon.

The American Red Cross Chapter at Constantinople at the outbreak of hostilities decided to work through the various American hospitals and medical missions scattered through Asia Minor as well as to inaugurate a special work in Constantinople. The fine institutions at Marsovan, Harpoot, Van and many other places were thus able to accept sick or wounded soldiers free of charge. Up to the middle of July over 3000 Turkish Pounds had been expended in this work. At Harpoot the average for several months was more than 250 patients per month, and Dr. Atkinson and his staff did noble work. At Sivas there had been 432 patients up to May, while at Konia Dr. Dodd reports the average was a little over 30 patients per week. Dr. Clark of Sivas spent some time in the region of Erzroum where Dr. Case has been working faithfully under most trying conditions. Less has been done by Dr. Thom of Mardin, Dr. Shepard of Aintab, Dr. Ussher of Van, and Dr. Marden of Marsovan, though in each place the facilities of the hospitals have been offered in the name of the Red Cross for the wounded or sick soldiers.

In Constantinople there was no distinctly American hospital but, by a special arrangement with the Ottoman Government, the American Red Cross was allowed to adopt the British Seamen's Hospital at Galata and the French Hospital at Taxim. His Excellency Dr. Morgenthau, the American Ambassador, who is also Chairman of the Constantinople Chapter, took special interest in seeing that this work was efficiently organized, and his wife as President of the Women's Committee and a daily volunteer at the French Hospital has been indefatigable in its interests.

Dr. Wilfred Post, an American medical missionary from Konia, was asked to be the Director of the work, but the nursing staff and most of the physicians of each hospital have continued their work as before.

America may well be proud of these two excellent hospitals from the roofs of which flies the American flag and over whose portals are placed signs reading: AMERICAN RED CROSS HOSPITAL. Since the staff

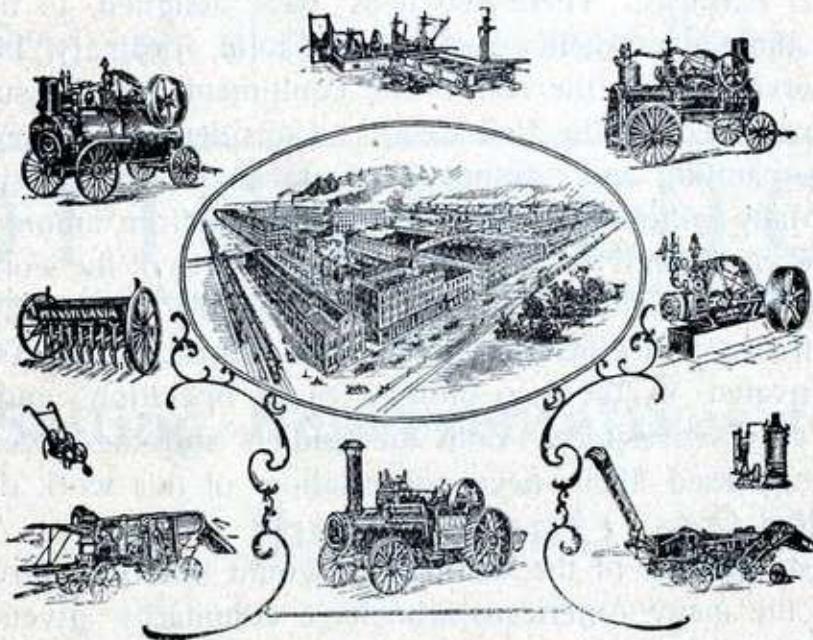


American Red Cross Hospital, Galata.

of each hospital work free of charge, and the entire equipment is put at the disposal of the Red Cross, the initial expense has been small. The Women's Committee have prepared many articles of clothing and bedding and a large shipment of supplies was received from America as a direct contribution from Red Cross Headquarters. Together the two hospitals can care for 150 patients and since the beginning the

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beds have been well filled. The total number of patients up to the end of July 1915 has been 658 of which 364 were wounded soldiers. The remaining were ill from various maladies, a large number, 183, being treated for hernia. Altogether 395 operations have been done up to date.

When the hostilities at the Dardanelles began, the Chapter was desirous of taking still a larger share in the care of the wounded. Dr. Ward was invited to come from Beirut with a staff of nurses to form another Red Cross Unit, and Dr. Hoover, medical missionary at Talas, was called back from his furlough in America. With Dr. Ward came two American trained nurses, Miss Van Zandt, Principal of the Nurses Training School at Beirut, and Miss Nightingale, beside two Syrian graduate nurses and one medical student. These formed the nucleus for the staff of a new work which, at the request of the Government, was begun at the Tasch-Kishla barracks. There 500 beds were assigned to the American Red Cross, the Government supplying the food, ordinary bedding and unskilled service, while the rest of the equipment and the surgical treatment was provided by the Red Cross. Considerable money was spent in cleaning, painting and refitting the barracks to make it suitable for a hospital. Many volunteer workers were secured from among the Americans of the community to help in various features of the work. A separate bathing establishment and a separate laundry were inaugurated to insure cleanliness and efficiency in nursing. Already over 1,000 wounded have been treated in the two months of its operation, and the results have been very satisfactory. Both the soldiers and the government officials have expressed their deep appreciation of this work done by the American Red Cross.

This hasty resumé of the work done would not be complete without mention of the many Americans who have voluntarily given much time and thought to insure its success. And yet it would take too long to mention them all. However the service rendered by Consul General Ravndal and Mr. W. W. Peet, Mr. Ryan and Mr. Jacob of the Constantinople Chapter and Consul General Hollis, Miss Anna Jessup, Professor Patch and Mr. Dana of Beirut, should be specially acknowledged in addition to that of those mentioned above.

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La culture du Riz dans les Etats-Unis d'Amérique.

LE riz, ce produit qui occupe une des premières places dans l'alimentation de l'homme, est actuellement cultivé sur une assez vaste échelle dans les Etats Unis d'Amérique. Généralement en Europe l'opinion prévaut que les régions méridionales des Etats Unis consistent exclusivement dans des vastes plantations de coton, opinion qui a sa raison d'être par suite de la grande importance que ce produit a acquis dans l'industrie mondiale. Mais cette impression ou bien cette conviction est tout ce qu'il y a de plus erronée, vu que l'on trouve dans ces régions de vastes terrains où le riz est cultivé en abondance et pouvant rivaliser par ses qualités et ses prix avec le riz des autres pays producteurs du monde.

Nous voudrions mentionner à ce sujet qu'à l'instar des anciens colons de la Virginie qui ont tenu à s'approprier le surnom de "Roi du tabac" leur contemporains du Sud tenaient à posséder celui de "Roi du coton". Mais cette aspiration a amené très souvent à de grands embarras économiques, étant donné que des efforts inutiles ont été faits pour utiliser pour la culture du coton des terres qui par la nature elle même n'étaient pas aptes pour ce produit. Par conséquent le développement rapide qu'a pris la culture du riz dans ces régions du Sud est un facteur de haute importance qui servira à attirer l'attention des cultivateurs Américains et les amener à se vouer à l'avenir plus sérieusement à l'exploitation de leur vastes et riches ressources agricoles.

Il faut ajouter que la culture du riz en Amérique n'est pas un fait récent; au contraire elle a le privilège peu digne d'envie d'avoir introduit dans les Etats Unis d'Amérique l'esclavage qui était dû à l'influence des cultivateurs de riz de la Georgia et la Carolina. La culture était alors limitée dans les régions marécageuses le long de la côte de la mer et aux bords des grands fleuves et soignée par des esclaves nègres suivant le système oriental. Dans ce temps là (vers la fin du 18ème et le commencement du 19ème siècle) l'Amérique occupait une place parmi les pays exportateurs de riz. En 1770 on exporta presque 25 livres de riz par tête d'habitants, tandis que la consommation n'était que d'une livre par tête. En 1800 et 1810 l'exportation s'élevait à 67,233,600 et 78,804,600 de livres respectivement. Actuellement les Etats Unis consomment presque 6 livres par tête d'habitants et produisent plus de 7,000,000,000 de livres.

Quoique le riz obtenu dans la Georgia et la Carolina était de qualité excellente, la culture du riz avait bientôt perdu son importance par suite de la culture du coton. Ce n'était que vers l'année 1890 que ce céréal a pris une des premières places parmis les produits agricoles, c.à.d.

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quand les vastes et fertiles plaines à proximité de la côte du Golfe dans la Louisiana et le Texas ont été employées pour la culture du riz. L'uniformité de ces vastes régions combinée avec une couche de terrain argileuse qui empêche la pénétration de l'eau offre un champ merveilleux pour la culture du riz sur une plus vaste échelle. Afin de trouver une compensation pour la main d'œuvre qui est en Amérique beaucoup plus élevée que partout ailleurs le génie Américain a su inventer et se servir de machines agricoles perfectionnées qui ont complètement supplanté l'ancienne méthode à main d'homme. De cette façon un seul homme peut pourvoir à la culture de 80 acres de terrain dans un an. Quoique étant payé 20 fois autant que le paysan Chinois il produit le riz moins cher, vu que le Chinois ne peut labourer que un ou deux acres de terre par an.

La Louisiana, le Texas et le Arkansas ont de suite compris les avantages qu'offrait la culture du riz, ce qui est prouvé par le fait qu'en 1913, 813,300 acres furent cultivées avec du riz dans ces régions.

Quant à la Californie elle a augmenté en une seule année (1913/14) de 6,100 à 16,000 acres le terrain pour la culture du riz.

Si l'on considère que seulement sur la côte du Golfe 10,000,000 d'acres de terrain se prêtent à merveille pour la culture du riz (suivant le rapport du Ministère de l'Agriculture des Etats Unis, Bulletin N. 47) on ne peut que prédire un développement rapide pour l'avenir dans la production et l'exportation du riz. D'ailleurs l'expérience l'a démontré aussi dans le passé comme il résulte de la statistique ci-après:

	1899	1909	surplus	pourcentage
Acres:	342,214	610,175	267,961	78,3
Bushels:	9,002,886	21,835,694	12,702,710	142,6
Dollars:	6,329,562	16,019,607	9,690,045	153,1

Pendant l'année 1913/14 le nombre d'acres a augmenté à 827,100 et la récolte à 25,000,000 de Bushels. Nous constatons donc que les Etats Unis prennent de nouveau une place parmi les pays exportateurs de riz et que la quantité exportée est allée en augmentant depuis l'année 1908 comme le montrent les chiffres ci-après:

Exportation	1908	1909	1910	1913	1914
Livres:	1,412,985	2,462,199	8,765,361	27,604,572	50,384,435
Valeur: \$.	54,953	97,731	275,425	880,204	2,079,773

Ces données qui ont été extraites des statistiques publiées par le "Department of Commerce" de Washington justifient la prédictioin d'un développement rapide et très satisfaisant dans le commerce du riz aux Etats Unis d'Amérique.

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Lumber Importation and Manufacture of Shooks, Casings etc. in the Smyrna Consular District.

THE total amount of lumber imported into Smyrna yearly, amounts to between 73,000 and 85,000 cubic meters, representing a total value of from francs 4,504,000 to francs 5,905,000 (\$869,272 to \$1,139,665). The principal sources of supply are as follows:

White Wood, Roumania 20 %, Austria 80 % from	50,000	to	55,000	cu. met.
Red Wood, Sweden and Norway	"	4,000	"	5,000
Pine, Turkey,	"	5,000	"	10,000
Other Lumber, Gravosa, Austria	"	4,000	"	5,000
Pine, Russia,	"	60	"	70
Beams, rafters, etc. Asia Minor,	"	10,000	"	12,000
Total from	73,060	to	87,070	cu. met.

Shipments from Austria and Roumania are mainly through the ports of Braila, Galatz and Constanza; from Sweden and Norway, through the various Baltic Sea ports, and from Russia, through Odessa.

Prices have been steadily rising of late in prevision of forest depletion, but there is a prospect of the vast forests of Caucasia being opened up in the not distant future, when it is expected that prices will decline. A railroad is reported in process of construction to Russian ports of the Black Sea.

About 60 percent of the White-Wood brought in from Roumania and Austria is consumed in the manufacture of dried fig and raisin boxes, and 40 percent for building material and manufacture of furniture. Red Wood from Sweden serves for flooring. A number of other varieties of wood are also imported, such as teak, pitch pine, linden, mahagony and the like, which are used for decorative work and art furniture.

A small amount of lumber comes into this port from the United States, through France, say 2% to 3% of the entire importation, chiefly confined to teak, pitch pine and mahagony.

The price paid by the wholesale buyer varies from 45 to 82 francs per cubic meter, according to quality, kind and the condition of the market. The price obtained by the same is plus customs duty and from 5 to 10% profit according to season.

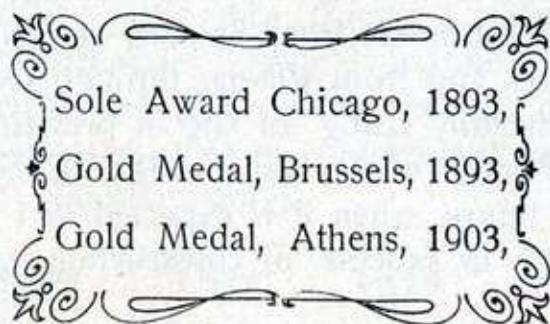
The lumber from Sweden comes generally sawed and planed ready for use; from Roumania and Austria it is received in the rough and is worked by the planing and wood-cutting mills of which there are some 15 to 20 in Smyrna. This latter is afterwards cut into staves, tops, bottoms, sides etc. used in the manufacture of casings. The boxes are called skeleton cases, and are used principally in the fig packing industry. The skeleton cases are made in various sizes, and will hold all the way from eight large boxes, as many as 600 of the little round ones so frequently seen with figs on the American market. No less than 60,000 such skeleton cases are made in Smyrna in a single year during the fig season, and something like 2,500,000 additional ones for raisins. The price of a skeleton case varies from \$3.00 to \$5.00, and the price of a box for dried raisins from 6 to 8 cents.

E. R. LAMBICHI, American Consulate-General, Smyrna.

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Considérons tout d'abord quelles espèces d'étoffes de coton on fait le plus aux Etats Unis. Les gouvernements Américains, Indiens et Japonais sont les seuls qui aient une idée exacte de l'étendue de l'industrie textile de leur pays et qui reçoivent régulièrement des rapports pour les tableaux statistiques. L'Angleterre, l'Allemagne et la France etc. ne publient pas ces rapports ou bien s'ils le font ils le font à des intervalles inégaux. Le Gouvernement Américain reçoit ces rapports tous les cinq ans. Les statistiques de 1910, avec les chiffres de 1909, montrent que cette année là il y avait aux Etats Unis 1324 filatures de coton qui occupaient 387,771 personnes. Ces filatures avaient un capital de 822,237,529 de Dollars et la valeur de leur production s'est élevée à 628,391,813 de Dollars. On trouvera ci dessous les détails de cette production.

	Yards Carrés	Valeur Vars
	Dollars	
Etoffes Tissées		
Indiennes et toiles pour convertisseurs	2,224,677,848	111,097,889
Toiles pour draps de lit et pour chemises	1,284,353,529	88,802,985
Guingans	537,430,463	37,939,040
Etoffes tissées de fantaisie	426,710,359	47,498,713
Croisés et satinés	388,314,961	34,274,107
A poil	305,655,864	25,695,367
Toiles pour matelas, denims et rayées	264,870,508	27,350,162
Drilles	238,869,407	17,750,151
Toile à voile	162,476,322	27,485,892
Etoffes pour tapisseries	94,840,051	14,882,842
Chiffons et toile pour sacs	63,107,568	4,862,451
Filets pour moustiquaires et autres filets	59,100,819	2,103,560
Essuie mains et étoffes pour essuie mains	52,778,170	6,037,075
Cotonnades	25,676,286	3,343,533
Velours de coton et peluches	19,706,438	6,965,634
Total des toiles	6,348,568,593	456,089,401
 Rubans de coton et tissus		
		5,531,674
Chaines pour vendre	470,370,995	109,314,953
Fil	23,700,957	20,516,269
Bramant	13,715,771	2,417,391
Cordages et cordes	7,603,907	1,164,526
Déchets de coton pour vendre	310,513,348	10,874,386
Tous les autres produits		22,483,213
Total		628,391,813
 Livres		

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La valeur de la production des filatures américaines fut en 1889 de 339,200,320 de Dollars seulement, en 1904 elle s'éleva à 450,467,704 de Dollars, pour atteindre 628,391,813 de Dollars en 1909. Quand on publiera les statistiques en 1914, il est probable que l'on atteindra le chiffre de 800,000,000 de Dollars, car en cinq années, de 1909 à 1914, le nombre des fuseaux a augmenté de 27,395,800 à 32,107,000 et celui des métiers de 632,963 à plus de 700,000. Cette production croissante est le facteur principal qui amène les filatures américaines à entrer dans le camp étranger et qui fait qu'à l'avenir il va falloir compter avec la concurrence américaine, comme on ne l'avait jamais fait auparavant. On classe comme suit les 632,965 métiers qui travaillèrent en 1909 aux toiles de coton.

Etoffes Lisses.

moins de 28 pouces de largeur	· · ·	· · ·	40,934
de 28 à 31 pouces de largeur	· · ·	· · ·	129,543
de 32 à 36 pouces de largeur	· · ·	· · ·	102,401
plus de 36 pouces de largeur	· · ·	· · ·	200,495
			473,373
Total des métiers pour étoffes lisses	· · ·	· · ·	473,373
Croisées et satinés	· · ·	· · ·	78,292
Tissus de fantaisie	· · ·	· · ·	74,890
Rubans de coton et autres articles étroits	· · ·	· · ·	1,332
Toiles pour sacs et autre fabric. spéciales	· · ·	· · ·	5,076
			632,963
Total des métiers	· · ·	· · ·	632,963

Les métiers des Etats Unis produisent actuellement une grande variété et une grande quantité d'étoffes de coton, mais il y a surtout une augmentation constante dans la fabrication des étoffes fines et de fantaisie.

Classification des Etoffes pour l'Exportation.

Les métiers en général ici comme ailleurs travaillent aux toiles lisses tissées. La qualité la plus fabriquée aux Etats Unis est celle qui est connue sous le nom de "toiles lisses pour imprimer ou convertir" viennent ensuite les "Toiles écrues et blanchies pour draps de lit et chemises" puis le "Guingan" et les "Toiles tissées de fantaisie" qui occupent le quatrième rang du total de yards qui sont tissés aux Etats Unis.

L'article dominant dans l'exportation des toiles de coton est la toile écrue pour draps de lit. La toile écrue américaine pour draps de lit ordinaire a 36 pouces de largeur, elle pèse une livre pour 3 yards et elle est tissée avec 48 bouts de chaîne No. 13 et 48 fils alternés de trame No. 14 par pouce carré.

Les Etats Unis exportent une très grande quantité de toiles écrues pour draps de lit à 36 pouces de largeur dans différentes qualités, ils exportent aussi des toiles de différentes largeurs, de 26 à 108 pouces.

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lit une bonne qualité de coton des plateaux Américains, elles sont bien tissées et elles ont un encollage pur, aussi sont-elles considérées comme type pour ce genre de toile. Les exportateurs américains ont créé un grand commerce de ces toiles avec la Chine, et comme une seule commande est souvent de plus de mille balles et toute de la même qualité les filatures américaines aiment beaucoup ce commerce. La toile demandée est de 2,85 – 3,00 – 3,25 – 4,00 – et 4,70 yards par livre, dans la largeur de 36 pouces il y a aussi une petite demande de toiles plus légères et de toiles à 40 pouces. Dernièrement la concurrence japonaise a augmenté, mais malgré le bon marché de la main d'œuvre, les japonais ne sont pas capables de concourir à conditions égales. Aussi ont-ils employé un mélange de coton de qualité inférieure, coton de l'Inde et de la Chine plus rude que le coton des plateaux Américains qu'ils n'ont employé qu'en petite proportion, ils ont plus fortement encollé leur toile, et diminué leur valeur en mettant moins de bouts par pouce. Par conséquent, ils font la concurrence avec des articles de qualité inférieure. Avec cette même qualité de marchandise les Anglais ne sont pas en état de concourir avec les prix des filatures américaines. En effet la toile Américaine pour draps de lit avec son encollage pur, commença à remplacer en Chine une toile anglaise à peu près semblable, mais d'un encollage plus lourd.

En Turquie comme en Chine, la toile américaine pour draps de lit est considérée comme type. En Turquie la toile pour draps de lit de la Cabot

Manufacturing Co. de Brunswick, Maine, se fit une telle réputation, qu'aujourd'hui "Cabot" est reconnu comme le nom commercial de toutes toiles écrues pour drap de lit. Ces dernières années des toiles Italiennes et Autrichiennes ont un peu remplacé les toiles américaines, mais la concurrence n'est pas dûe à la supériorité de la marchandise, mais à une imitation de beaucoup inférieure, parceque l'Italie et l'Autriche emploient du coton de deuxième qualité et que la fabrication de leurs toiles leur coûte meilleur marché. En outre, elles trichent sur la largeur (une de leurs habitudes est de marquer la toile "40" et d'y mettre 40 plis, et 38 yards au lieu des 40 yards conventionnels,) elles vont même jusqu'à copier exactement les étiquettes et la légende des marques américaines. Malgré cette concurrence de mauvaise foi, la toile américaine pour draps de lit est encore vendue en Turquie et l'exposé que l'on a fait des imitations devrait avoir pour résultat, de diminuer la concurrence pendant le conflit Européen, et de faire reprendre à la toile Américaine sa place auprès des acheteurs de Turquie, afin qu'après la guerre elle en garde le marché.

Sur les marchés de la Mer Rouge et de l'Afrique Orientale, les toiles Américaines pour draps de lit sont aussi les plus populaires quoique le terme "Américani" est appliqué à toutes les toiles écrues, sans faire de distinction sur leur provenance. La largeur habituelle est de 36 pouces et le poids de 3,25—3,57—3,60—3,75—3,90—4,00—4,70 yards par livres.

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On vend aussi en plus petite quantité des toiles plus légères. Les toiles à 40 pouces sont aussi bien vendues mais les plus étroites le sont moins. Les italiens, les autrichiens et les anglais font tous la concurrence sur ces marchés, mais ils la font avec des imitations de qualités inférieures à encollage plus lourd, et ils n'hésitent pas à copier les marques américaines, avec ou sans variations, afin de faire croire qu'ils reçoivent le véritable article américain.

La toile étroite pour draps de lit est très vendue dans l'Amérique centrale et en Bolivie, il y a aussi une bonne vente d'américaines à 28 pouces 40×40 à 5,50 yards par livre, par contre on y vend beaucoup moins les toiles à 30 pouces, 3,60 yards par livre et 36 pouces, 3,25 yards par livre. Etant donné l'égalité des qualités les toiles américaines pour draps de lit peuvent concourir avec celles de n'importe quel pays du monde.

Les toiles grises (gray osnaburgs) qui ne sont autre chose que des toiles très grosses pour draps de lit sont aussi avantageuses pour l'exportation à l'étranger et les toiles grises américaines à 29 pouces 32×30 , 3,33 yards par livre sont très employées au Chili pour faire des sacs pour la farine et pour divers produits.

Les coutils écrus sont aussi un des principaux articles de l'exportation américaine, ils vont sur les mêmes marchés que les toiles américaines pour draps de lit où ils occupent à peu près la même place. Le coutil à 30 pouces 72×48 , 2,85 yards par livre est le plus exporté, mais il y a aussi une exportation de coutils de 66×44 dans la même largeur ainsi que des coutils de 25 à 41 pouces de largeur dans différentes qualités.

Pour les toiles à voiles, les Etats Unis se trouvent être à la tête du monde, ils font des toiles de toutes largeurs et de toutes qualités. Il y a 83 maisons qui font des toiles à voiles de différentes qualités, des toiles pour l'armée, des toiles lourdes, légères et larges etc. Il y a une grande exportation de toiles blanches de différentes qualités. Le prix ordinaire du coton permet aux filatures américaines de lutter avec la concurrence et les prix étrangers.

Les Etats Unis fournissent de grandes quantités de coutils à la Chine et aux Indes à des prix de concurrence. Le coutil que l'on exporte le plus est celui de 29 pouces, 96×64 , à 3,55 yards par livre, mais on en exporte aussi de différentes qualités. La marque "Beaver" de la Pepperell Mfg. Co. de Biddeford, Maine est universellement connue. Les toiles pour draps de lit et les coutils américains pour l'exportation ont généralement 40 yards de longueur mais les coutils satinés n'en ont que 30.

Concurrence des étoffes Anglaises.

"La toile écrue pour chemises" (shirting) est une des étoffes que l'Angleterre exporte dans presque tous les pays du monde. Le tissu pris ordi-

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nairement come type a 39 pouces, 64×60 avec 30 fils de chaîne et 34 de trame. La longueur est de 37½ yards (yard à 36½ pouces) ce qui fait exactement 38 yards de longueur. La pièce pèse 8¼ livres ce qui fait 4,61 yards par livre. La plus-part des toiles anglaises pour l'exportation ont 38 à 39 pouces de largeur sur 38 à 39 yards de longueur et pèsent 7 à 11 livres par pièce, ce qui fait 3,50 à 5,50 yards par livre, elles varient entre 56×44 et 80×80 bouts par pouce carré. La plupart de ces pièces ont les extrémités tissées avec quelques brins de coton ou de chanvre.

On ne sait pas en général à l'étranger que l'Amérique peut fournir du shirting de la même largeur et de la même qualité si non meilleure que celle qu'exporte l'Angleterre. Cela tient à ce que l'exportation de cet article n'a pas été jusqu'à présent en rapport avec sa fabrication. Les toiles écrues pour chemises sont faites sans les extrémités tissées, mais elles remplissent toutes les conditions demandées sur les marchés étrangers, sont tissées avec le fil connu sous le nom de "Fils pour toiles à imprimer" et sont vendues au prix courant du coton et sans concurrence.

Une autre qualité de toiles anglaises qui est aussi beaucoup vendue à l'étranger c'est la "Toile blanche pour chemises" (shirting blanc). Ces shirtings blanchis ont généralement 32 à 37 pouces de largeur et 40 à 42 yards de longueur. La largeur ordinaire est de 35 à 36 pouces et la plupart sont des shirtings écrus qui ont été blanchis. En Amérique ces shirtings sont plus chers, mais cela ne tient pas à la fabrication coûteuse, mais aux frais intermédiaires qui sont très élevés. Quelques exportateurs expédient aujourd'hui des qualités lourdes et de fabrication américaine à des prix de concurrence. Dans le cas où l'on désire des apprêts spé-ciaux, les Etats Unis ne rivalisent pas avec les qualités à encollage dur, mais avec celles à encollage pur et là nous commençons à offrir une concurrence toujours croissante.

Indiennes et Guingans.

On fait de grandes quantités de toiles imprimées aux Etats Unis et y a quelques ateliers d'imprimerie qui se trouvent être du nombre des meilleurs ateliers du monde. Le type de toile imprimée pour le commerce a une largeur de 28 pouces 64×64 bouts par pouce carré et pèse 7 yards par livre. Elle est tissée avec environ 28 fils de chaîne et 36 à 40 de trame. Pour l'appretage et l'empression cette toile passe par divers changements et quand elle est vendue comme indienne elle a environ 24 ½ de largeur, et environ 72×56 bouts par pouce carré pèse de 7¾ à 8 yards par livre. La toile imprimée à 28 pouces 64×64 est prise comme base pour le prix, mais il y a une grande variation de qualités dont les principales sont les suivantes: 25", 56×44, 10.55 yards; 28", 64×60,

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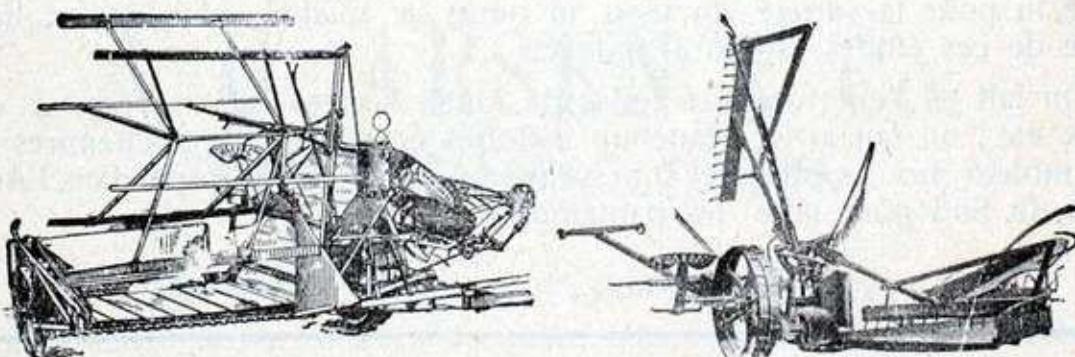
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7,35 yards, $31\frac{1}{2}$ ", 56×52, 7,60, yards; 35", 68×72, 5,00 yards; 38", 38×38, 7,15 yards; 38 $\frac{1}{2}$ ", 64×64 5,15 yards; 38 $\frac{1}{2}$ ", 64×60, 5.35 yards; 38 $\frac{1}{2}$ " 64×56, 5,50 yards; 38 $\frac{1}{2}$ " 60×56, 6 yards; 38 $\frac{1}{2}$ " 60×48 6,25 yards; 38 $\frac{1}{2}$ " 44×44, 7,65 yards; 39" 72×76, 4,65 yards; 39" 68×72, 4.75 yards, 39", 80×84, 3,90 yards; 39", 80×80 5,00 yards; 39" 96×100, 5,00 yards 40" 56×44, 5,60 yards; 44", 48×48, 6,40 yards. Les indiennes ordinaires ont généralement 24/25 ou 36 pouces de largeur, mais il y en a aussi à 30 et 32 pouces, largeurs très demandées à l'étranger. Pour le prix les indiennes américaines sont excellentes, les couleurs sont de beaucoup supérieures aux couleurs des indiennes anglaises et les dessins américains sont généralement de meilleur goût. Les indiennes américaines offrent une grande concurrence aux îles Philippines, à la Colombie, à l'Amérique Centrale et aux Indes Occidentales. L'avenir les fera encore mieux connaître. La grande objection d'acheter des indiennes américaines vient de ce que l'on en n'expédie pas de grands assortissements, et dans beaucoup de cas n'offrent pas un grand choix à l'acheteur. Mais les exportateurs américains commencent à adopter un meilleur système et exportent des assortissements variés et choisis par le client, ils répondent aussi au désir du client en ce qui concerne la largeur des indiennes et il n'y a pas de doute que l'on exportera bientôt des indiennes de 30 à 32 pouces aussi bien que des indiennes de la largeur la plus usitée aux Etats Unis.

La fabrication des guingans est aussi une très grande industrie aux Etats Unis, l'exportation en est déjà assez importante et elle ira en augmentant dès que les étrangers connaîtront la grande variété des qualités et l'excellence de cet article. Il n'y a pas moins de 38 filatures américaines qui travaillent à différentes qualités de guingans, tel que guingans pour tabliers, robes etc. quelques unes de ces filatures sont immenses et travaillent sur une très grande échelle, elles n'ont nulle part de concurrence ni pour la variété du tissu ni pour sa qualité. La largeur habituelle de ces étoffes est de 27 pouces.

On fait en Amérique des toiles de toutes sortes, toiles rayées, à carreaux etc., on fait aussi beaucoup d'étoffes écossaises, de cachemires qui ressemblent aux "casinettes" qui sont importées de l'Europe dans l'Amérique du Sud pour faire des pantalons de coton.

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Construction Américaine en Turquie. Une Usine à Balat.

Ecrit par Mr. JANIK DIRATZ.

DANS un article précédent l'auteur a essayé d'intéresser les lecteurs de la *Levant Trade Review* en parlant des différents systèmes américains de construction de même qu'il a tenu à dire un mot sur divers matériaux américains, du reste bien connus.

Le but de cet article est de donner une description détaillée sur une usine de ce genre construite à Balat, et montrer sous ce rapport les différents avantages qu'offre ce genre de construction sur les constructions en briques.

Le type général de cette construction est le Kahn System Reinforced Concrete (ciment armé) pour la charpente, qui comprend les fondations, les colonnes, les poutrelles et les traverses; le Hy Rib pour les murs extérieurs et les cloisons intérieures; l'acier pour les portes et les fenêtres, en un mot tout ce qui est garanti contre l'incendie.

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Factory Building at Balat in process of Construction.

portes, les fenêtres et les clairvoies ont été importés des Etats Unis, à savoir de la Trussed Concrete Steel Company établie à Youngstown, Ohio.

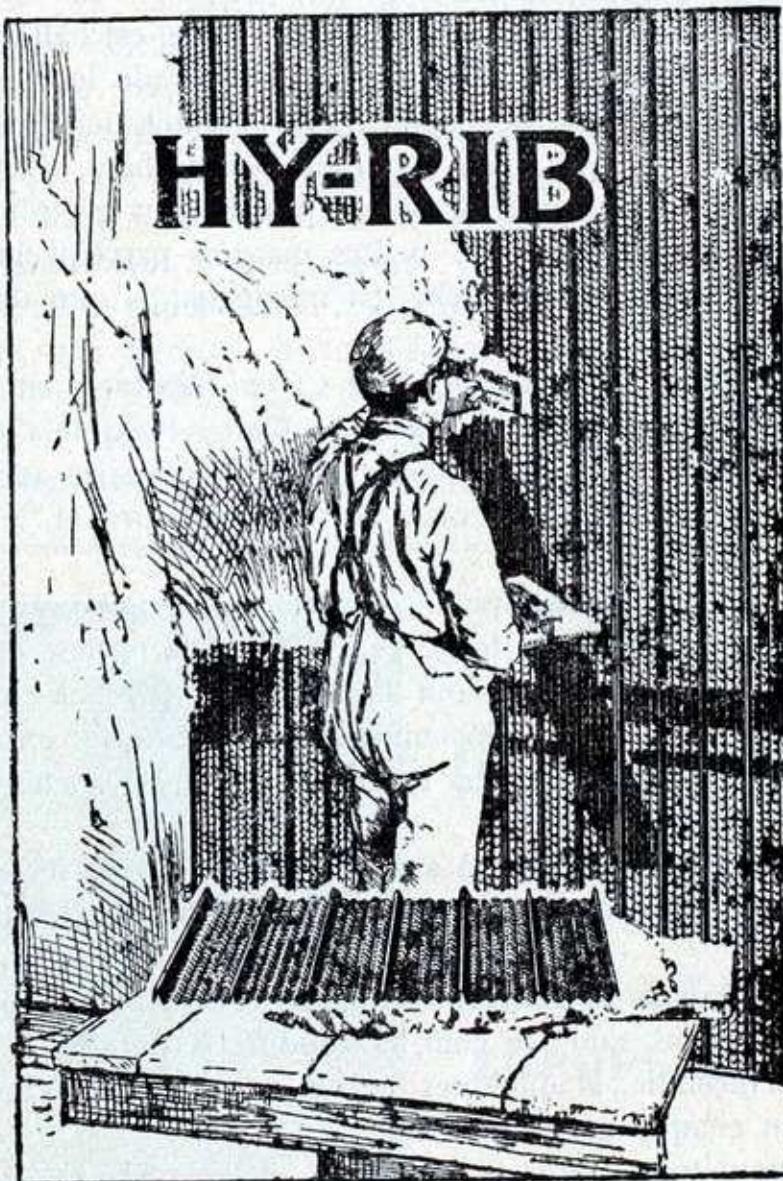
La gravure nous montre cette construction au cours de son érection, elle nous la montre aussi complètement terminée. Je tiens à attirer particulièrement l'attention du lecteur sur les murs extérieurs de la bâtie qui sont en Hy Rib et qui ont 5 à 6 cm. d'épaisseur.

Ces murs en Hy Rib sont plâtrés des deux côtés avec du ciment et ont un caractère imperméable. Ce genre de construction offre l'aspect d'un mur monolithe d'une grande solidité et durée, et pour cela les murs n'ont pas plus de 5 à 6 cm. d'épaisseur. En plus de la solidité ils ont le grand avantage d'épargner de l'espace entre les planchers, épargne qui atteint quelquefois le 10 % de l'étendue totale des étages. A côté de cela ce genre de construction est garantie contre l'incendie et les secousses sismiques, il est en même temps susceptible de recevoir tous les détails du fini architectural tel que le stuc etc., comme dans le cas de la construction dont nous parlons.

Les fondations et les colonnes sont renforcées avec des Rib Bars, un autre article de la Trussed Concrete Steel Company, qui remplace les barres rondes que l'on emploie beaucoup tant à Constantinople qu'en Europe.

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Les poutrelles et les traverses sont renforcées avec des Kahn Bars, une barre breveté spéciale renforcée par de rigides diagonales et qui remplace les étriers mobiles que l'on emploie ici et ailleurs. Ceci est encore un article perfectionné pour les poutrelles en ciment armé et il est appelé à occuper ici la place qui lui revient de droit, parcequ'il épargne du matériel et du travail d'installation.

Les plaques de la toiture sont en Hy Rib recouvert de 5 cm. de ciment. Le Hy Rib évite les aspérités et les rugosités et fourni une surface rigide pour le ciment armé.

La façade, c'est à dire le mur de côté de la rue, est bâti avec des blocs de ciment qui sont faits avec une machine qui grade les blocs, ceci est encore un autre progrès de la méthode connue ici sous le nom de "Pierre Artificielle" et qui coûte la moitié moins cher. Il n'y a pas de raison pour que ces machines ne soient pas de plus en plus employées dans ce pays, surtout pour de petites maisons parcequ'elles offrent un moyen de construction bon marché, en même temps que durable et de jolie apparence.

Pour la toiture on a employé le Carey Flexible Cement mode de toitures très employé en Amérique. Le Curey Flexible Cement est un des matériaux le plus connu et nous essayons de le faire adopter comme type de toiture, par les ingénieurs, les entrepreneurs et les architectes du pays.

De lui même le lecteur peut conclure par ce qui précède que tous les matériaux, à savoir, le fer forgé, le Hy Rib, les portes, les fenêtres et les clairvoies en acier, le Carey pour la toiture, les peintures extérieures et intérieures, aussi bien que les machines pour les briques en ciment armé et les machines pour travailler le ciment tout cela a été importé des Etats Unis.

Avant de terminer, je tiens à attirer l'attention des lecteurs sur les différents avantages qu'a ce genre de constructions sur les constructions en briques.

Or avant tout dans le choix de tout genre de constructions les principales considérations sont : le coût, la solidité, la durabilité et les avantages contre l'incendie, et quelques autres considérations moindres qui varient suivant chaque cas individuel.

Prenant avant tout la question du prix, il faut prendre comme principe fondamental que le prix doit être tel, que le debours de intérêts sur les dépenses courantes de la construction, et les frais doivent être le meilleur marché possible afin de pouvoir faire face au exigences de l'exécution de plan. Et comme règle générale il faut dire que les dépôts, magasins, et fabriques construites en ciment armé, avec le Hy Rib, les portes et les fenêtres en acier, ne coûtent pas beaucoup plus cher que les constructions ordinaires en briques si en vogue ici en Orient.

De plus si cela était dans certains endroits où la brique est encore meilleure marché qu'ici la différence des premiers frais serait plus que compensée par les frais d'assurance et de réparations.

En ce qui est du caractère durable, il y a un grand avantage dans le ciment armé, parceque tandis que la plupart des matériaux dans les autres genres de constructions tendent à s'user et à se délabrer avec le temps, le ciment armé au contraire devient de plus en plus solide avec les années.

Il y a aussi des considérations secondaires, tel que l'éclairage, l'imperméabilité et la rapidité de construction qui sont des facteurs importants dans l'exécution du plan d'une usine ou d'une fabrique. Comme il paraît absurde ce vieux genre de constructions à un étage avec de lourds murs de briques et quelques petites ouvertures quand on le compare avec le nouveau genre de constructions si bien éclairées par les cotés et par le haut et en même temps si bien aérées.

Pour conclure, je voudrais que les lecteurs de cet article notent soigneusement tout ce qui précède et qu'ils se convainquent qu'il y a toujours un avantage à construire des immeubles modernes qui ne craignent pas l'incendie, et que, un peu d'argent de plus dépensé pour mieux construire est toujours de la l'argent bien dépensé.



FURS IN GREAT VARIETY

LATEST
EUROPEAN STYLES

Prices defying competition

ARAM M. COUYOUMDJIAN

Nos. 1, 4 and 5 Kurkdji Han,
Mahmoud Pasha.

Stamboul.

Turkish Market for Cement.

Charles E. Allen, Constantinople.

NORTY piasters, or \$1.76, per sack is being offered to-day in Constantinople for Portland cement, but there is none on hand. If a limited supply were available, it would probably command a price even higher than that named. Unfortunately, means of bringing cement here are lacking, because of the existing state of war.

The greater part of the cement available in this particular district is furnished by two factories, located in the suburbs of Constantinople, whose combined yearly output is 450,000 to 500,000 sacks, all of which is at present being taken by the military authorities. The quality of this product varies, but is always poor, there being no uniformity as to either hardness or color. This native cement commands, in normal times approximately 50 cents per sack. The introduction of well-known German and Belgian brands of cement has been attempted from time to time, but has not been very successful. Their use has been limited to the very best class of work, due chiefly to their cost, which in normal times is about 75 cents per sack.

The point, with reference to cement, that should be of particular interest to the American exporter is that with the close of war building construction is certain to be begun on a large scale in this part of the world. It needs no engineer or business man to detect the trend in this direction. A mere glance at the dilapidated, out-of-plumb wooden and brick houses, of which a considerable section of Constantinople is composed, is sufficient to convince one that they must shortly be replaced by something. As a matter of fact, I am assured by local persons prominent in the building trade that they are to be replaced by something substantial, requiring a quantity and a quality of cement that the present local factories can not supply.

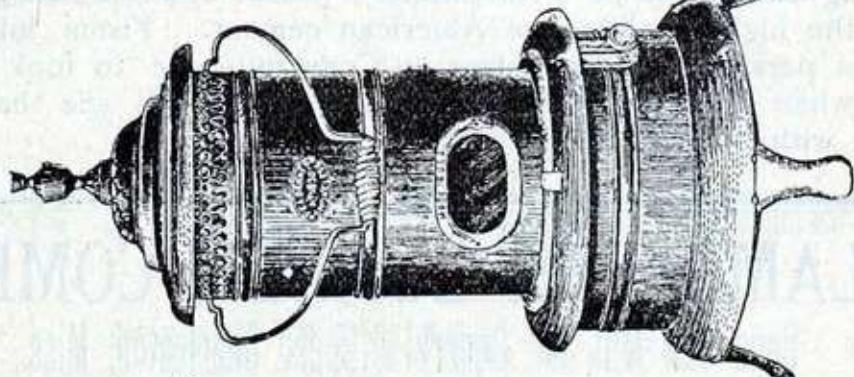
From the foregoing facts there result two opportunities for the American cement manufacturer. He may enter the market and sell his share of the cement that is going to be bought abroad. In that case he will be at a disadvantage in competing with his European rivals because of freight rates, which, in the case of heavy articles like cement, have been found to be in the past practically equal to the cost of the goods delivered on the docks at New York. The matter is, nevertheless, worth investigation by firms in a position to charter ships and send cement here in large quantities.

On the other hand, there is an opportunity for the investment of American capital in the construction of a cement factory. I am assured

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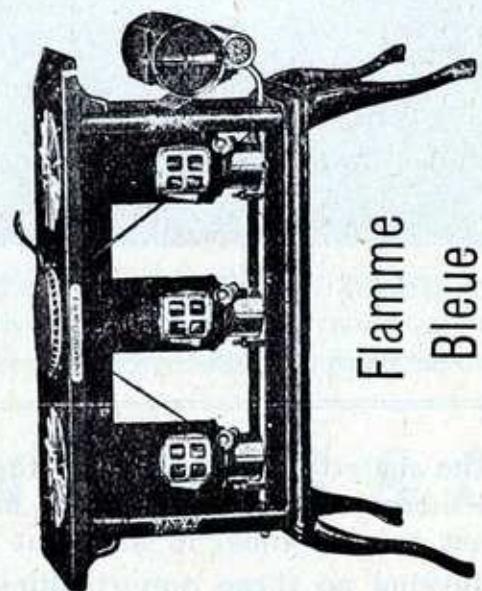
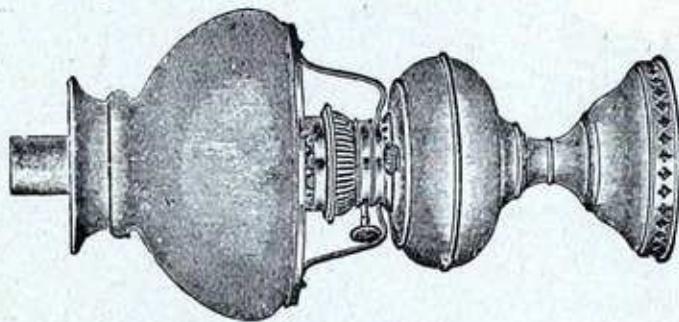
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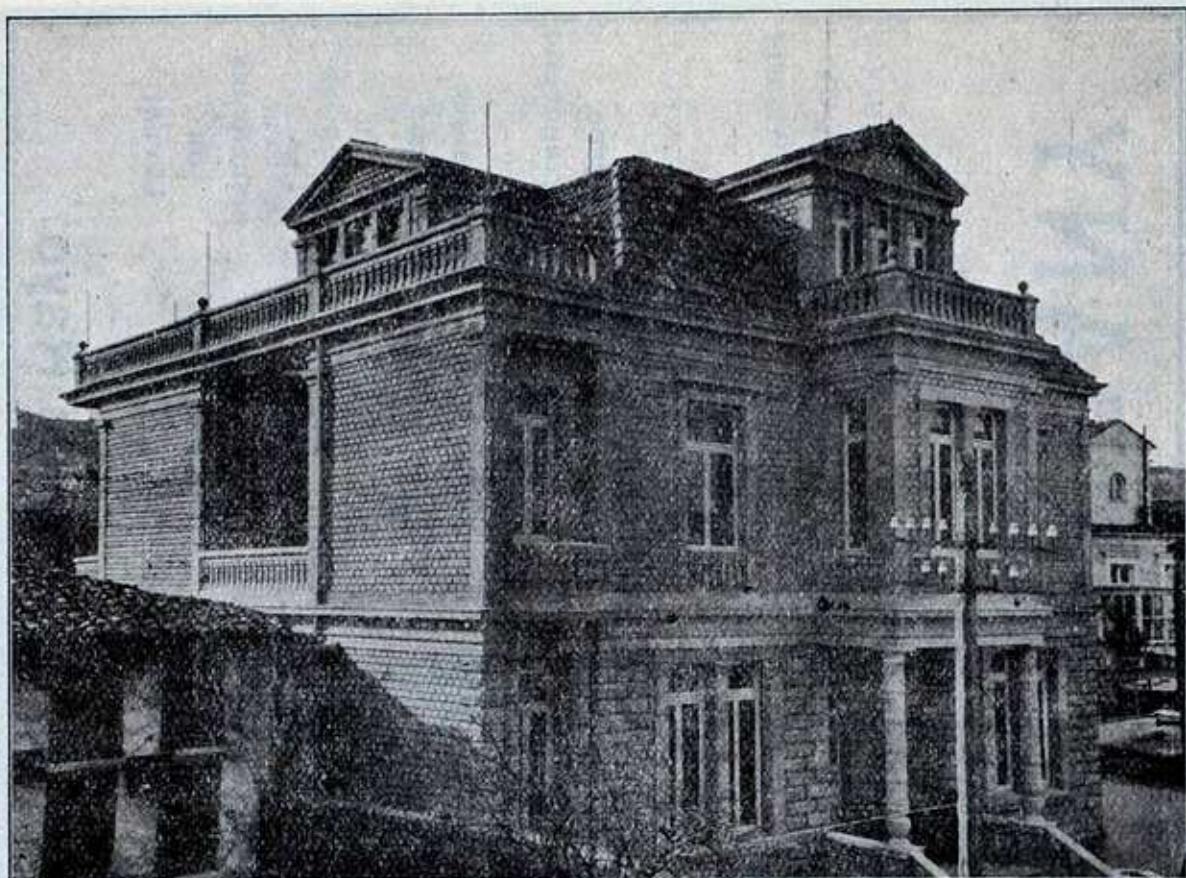
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Bourgas
et
toutes les
villes
principales
du
Levant



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Bleue

"Perfection"

"Lampes Rayo"



We take pleasure in reproducing above a picture of a residence in Trebizond. It may serve as an illustration of the triumph of American building material, having even gained a footing on the Black Sea Cost.

that all the materials that go into the manufacture of cement are available and there is necessary only a modern factory, properly managed, to turn out cement equal to any that is manufactured elsewhere.

In following up these opportunities nothing can be accomplished by sending catalogues or from letters. Local builders are already familiar with the high qualities of American cement. Firms interested should send a personal representative to Constantinople to look over the situation, when the American Consulate-general will see that he is put in touch with the proper persons.

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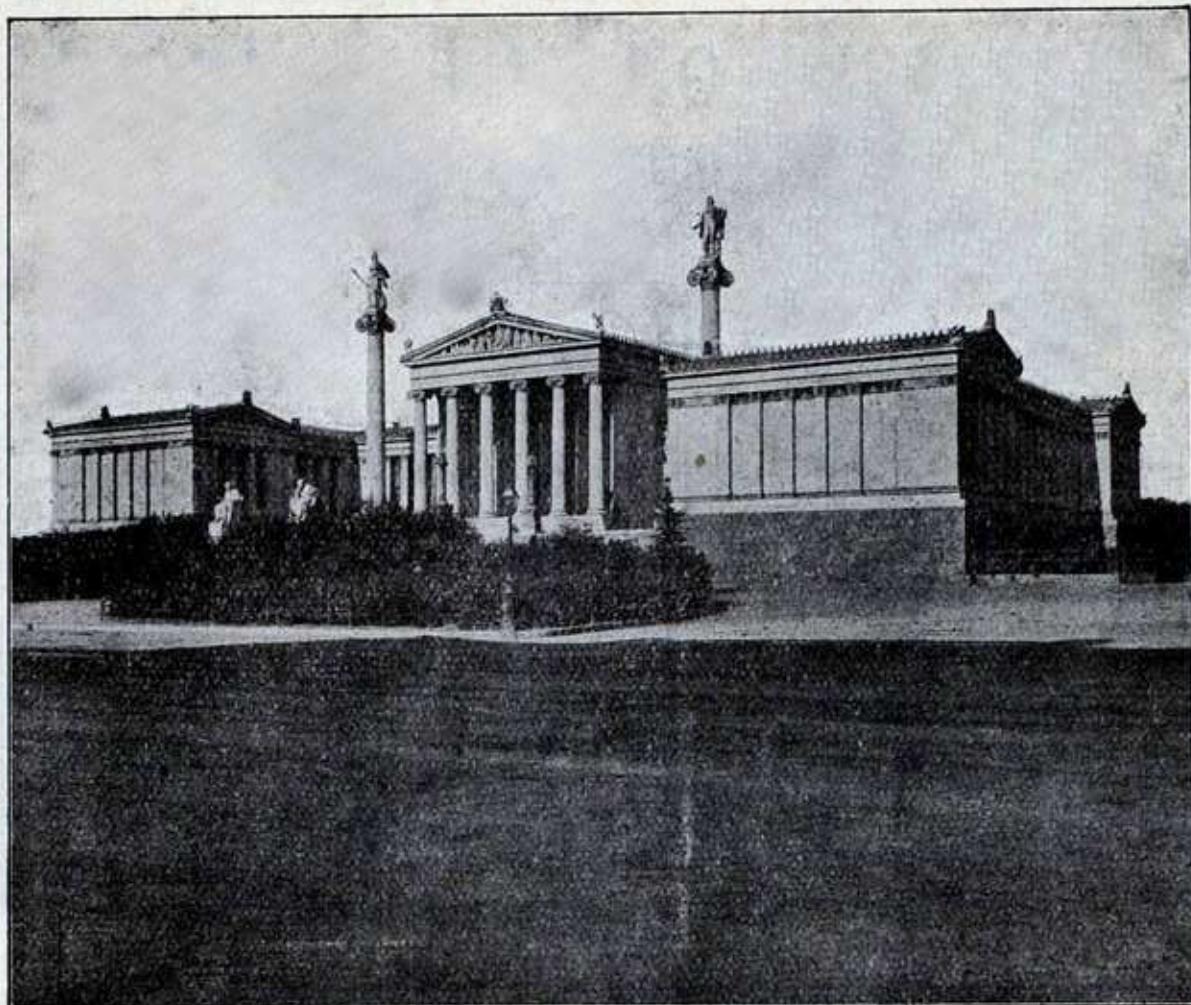
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Athens University.

Trade Advice from Greece.

(Consul-general Alexander W. Weddell, in *Commerce Reports*, Washington.)

UNDER date of March 30, the Athens Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT addressed to American manufacturers a circular letter in which were set forth certain difficulties in the way of extending American trade in Greece. This letter was prepared with great care and represents the considered decision of the Board of Directors of the new chamber. It is believed that its contents will be of value to American manufacturers and exporters, and it is therefore quoted below:

American manufacturers are beginning to seek for trade in Greece, but it is noticed that very few are acquainted with local trade conditions.

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TURKEY: Constantinople (Galata and Stamboul), Smyrna, Samsoun.

EGYPT: Alexandria, Cairo, Zagazig.

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The Bank of Athens receives deposits at view and for fixed periods, in gold and in banking paper, at very good conditions.

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The Bank of Athens furnishes all kind of Commercial Information and has also a special service of post, telegraph and telephone for her Customers with reception, reading and correspondance rooms.

In order to assist them in systematizing trade relations between the United States and Greece and to save wasteful correspondence or disappointments, the Athens Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT has undertaken to furnish information on this subject that is thought to be to the advantage of both countries.

It has been noticed that almost invariably American manufacturers prefer to answer inquiries direct, rather than to appoint a responsible and exclusive agent. The result is that very little encouragement is given to anyone to push the sale of American goods, and the few orders transmitted are, we might say, spontaneous. This forms a marked contrast to German and Austrian methods. The opinion of the American Chamber of Commerce is that American manufacturers should find, either directly through the United States consular service, or through this association, an honest and energetic agent, and after satisfactory references are received appoint him as the sole agent, stipulating conditions, length of time, and territory covered. This agent should be supplied with all necessary data, advertising matter, prices, and samples.

If these samples are too expensive they could be given on a consignment basis. To sell a foreign article by catalogue is a hard proposition in which very few, if any, buyers would be interested. This is especially the case when the article or the manufacturing firm is quite unknown in this country.

Another serious obstacle in the way of the development of sales of American goods in Greece is the exceedingly hard terms of payment demanded by manufacturers in the United States. Though other European countries exporting to Greece continue to accord credits, even under present abnormal conditions, up to three and occasionally six months, this Chamber would not take the responsibility of advising such liberal terms as a general rule. On the other hand, to require that buyers in Greece, accustomed to the aforesaid payment facilities, should advance the value of their orders and then wait for perhaps three months or more until they get their goods is tantamount to refusing to sell.

It would appear that the differences between the conditions imposed by American sellers and those to which buyers in Greece have been accustomed are considerable, and it is the aim of this Chamber to suggest the means whereby such differences may be removed. If a signed order is received from a buyer known to the manufacturer's agent as one who is in the habit of meeting his obligations, and the manufacturer sends the goods against shipping documents through a bank in Greece, no loss can occur, as a rule, for the buyer will not get the goods ordered before paying for them. When the information concerning a buyer is unsatisfactory an advance should accompany the order. This will bind the buyer and will, in case of nonacceptance, cover the return freight.

In the event of goods not being paid for the agent should be empowered, besides taking other legal measures, to resell the goods to another party. American trade holds the monopoly on some articles and these the buyers will be obliged to take on any condition, but for those articles that can be procured elsewhere the preference will be given to those manufacturers who supply good, uniform quality at reasonable prices, who attend to proper execution of orders, who can offer the promptest and most economical transportation, and who can be relied upon to protect the interests of the buyer.

American Wheat Crop.

THE immensity of the Western wheat crop may be measured mentally by consideration of the fact that the number of extra workers needed for its harvesting, according to official estimate, is an even 100,000. The first call for recruits has just been issued in the Western cities, for within a month the harvest will have begun in Oklahoma, thence to move steadily northward until the last fields are gleaned in Minnesota and Dakota in time to escape the early frosts.

With a larger acreage and better conditions than last year, the indications are for a bumper crop in this grain, which is so

large a factor in the making of national prosperity, and the labor problem is by no means the least serious phase which confronts the farmer. For the first time official representatives of the grain-growing States are co-operating through a labor exchange for the purpose of systematizing the supply of workers, a central office or clearing-house being maintained, through which applicants for jobs may be immediately and definitely assigned, and individually or in groups moved along as the harvest proceeds northward.

But even with this systematization, the distress signal already is out, in fear of a shortage of men; so rapidly has the ratio of employment been lifting throughout the country

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Roumania as an American Market.

THE recent establishment of a bureau of commercial information at Bukharest, the Roumanian Capital, ("Biroul Central de Informatiuni Commerciale al Ministerului Industriei si al Comertului"), has been the beginning of a spread of information about Balkan conditions which should be of great interest to American exporters.

Alexander Prociner, a civil engineer of New York, a graduate of a Rumanian college and identified with Roumanian commercial interests (formerly officially), supplies THE NATION'S BUSINESS of Washington D. C. with the following information concerning the trade opportunities in his country for Americans:

Rumania is often known as the "Belgium of the Near East". By its geographical situation it has been historically one of the most important centers of commerce for the entire Near East. The Roumanian Government is aware of the country's natural advantages and has been zealous in promoting its network of railways and water routes, connecting western Europe with the Balkans and Turkey.

Roumania is a little larger than the State of New York and has a population somewhat smaller. It has a well-equipped railway system of about 2,200 miles. Its "Maritime Service" which is government owned and operated like the railways, consists of a fleet of large modern steamers on the Black Sea, plying between the ports of Constantza, Sulina and Galatz and foreign ports like Constantinople, Smyrna, Alexandria and Port Said, as well as direct water communication with Antwerp and Rotterdam.

Roumania is primarily an agricultural country, its wealth consisting

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largely in the protects of its soil. The government, which is paternalistic, extends aid to the oil wells and utilizes all the byproducts of its petroleum. A high protective tariff, rebates on transportation, and special concessions, moreover, add to the government aid of industry. Despite these aids, however, Roumanian industry is as yet in the early stages of its development. Consequently, the country needs the finished products of other lands. Roumanian finances are sound and the country's export of agricultural products, live stock and oil, are on the increase. Its railway system has developed rapidly and its well-equipped, modern army has made it one of the best customers of the European foundries, railroad shops, ammunition works, and shipyards. Roumanian cities are being modernized rapidly. Expensive improvements, such as new harbors, canals, pipelines, bridges, tunnels, irrigation systems, water power plants, etc., will eventually require the expenditure of enormous sums of money.

American business with Roumania has not been extensive. According to official figures for the year 1912—13, the imports into Roumania from Germany aggregated more than \$40,000,000 worth; from Austria-Hungary, more than \$30,000,000. The figures from England were \$16,000,000; from France \$8,000,000; from Italy \$6,000,000; while from the United States less than \$2,500,000. Out of nearly \$110,000,000 worth of goods imported into Roumania during that period, a very insignificant portion was shipped from the United States.

The present war having brought about almost a complete cessation of imports from Germany, Great Britain, France and Austria, there seems to be a chance for a long period for American industry to provide the Roumanian people, and through them the other Balkan countries, with those products which continental Europe and Great Britain have formerly sent. Heretofore, a great many articles known as "American" have been shown, on examination, to have been manufactured in Europe. "As their quality is not of the best, it has naturally spread the belief that American goods are inferior." In a number of ways, however, American merchants must adapt themselves to Roumanian conditions if they wish to get Roumanian trade.

Heretofore, one of the greatest obstacles has been the question of credits. The American demand for immediate cash is not only beyond the power of most Roumanians to satisfy, but is even resented by them. In the German and English markets they can do business on three months' or even longer credit. The Roumanian Secretary of Industry and Commerce, who has established the bureau referred to in Bukharest will be glad to answer all questions regarding trade.

National Wealth of the United States.

ACCORDING to the figures contained in the special bulletin, "Estimated Valuation of National Wealth, 1850—1912," which is about to be issued by the Bureau of the Census Department of Commerce, the wealth of the United States exceeds that of any other nation in the world. The national wealth in 1914 is officially estimated at \$187,739,000,000, or \$1,965 for each man, woman, and child of the country. The latest published estimate of the wealth of foreign countries showed \$108,280,000,000 for the British empire in 1903, of which amount \$72,997,000,000 was credited to the United Kingdom. In the United States, New York leads with a total wealth of \$25,011,000,000. Illinois and Pennsylvania are close rivals for second place, with Ohio next with a total of \$8,908,000,000. In less than two-thirds of a century, from 1850 to 1912, the total wealth of the nation, excluding exempt real estate, increased from \$7,136,000,000, or \$308 per capita, to \$175,426,000,000, or \$1,836 per capita.

Foreign Students at American Colleges.

ACCORDING to figures recently compiled at the United States Board of Education, there were, in 1914, 5222 foreign Students at attendance at colleges and universities in the United States. In this list Turkey is credited with 143 and ranks eighth. The following list gives the leading countries in the order of their importance :

Canada	653	Cuba	209
China	594	India	162
Japan	336	Turkey	143
Mexico	223	Russia	124
United Kingdom	218	Germany	122

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St. Sophia Mosque, Constantinople.

American Trade in the Mediterranean.

UNTIL 1911 when the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT was formed, American trade in the Levant had lacked organization. Consuls were doing excellent work, in their several localities, and considerable business was done but especially in articles of export needed in America and furnished by Turkey, Greece, Egypt and the Black Sea countries as sole and exclusive producers. The trade in imports from America consisted in comparatively limited quantities of goods in which European countries offered no competition.

Since then, an effort has been made, under consular leadership, to bring order and co-operation out of more or less chaotic and primitive conditions. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT was founded with the idea of co-ordinating and combining in harmonious action all interests in the Levant desiring connection with the manufacturers and bankers of America or working for the extension of relations of that sort already existing, in order that by co-operation and united

efforts all obstacles which impeded free and natural commercial and financial dealings between America and the Levant might be removed.

Our campaign along these lines has been hampered by various *contretemps* and untoward accidents, especially the Italo-Turkish, Balkan, and European wars. But it has appealed strongly to the intelligent trader out here with American leanings, and notwithstanding the calamities of war it has produced highly important results which will be realized, in their full bearings, on the conclusion of peace.

One of our aims is the bringing about of an American Commercial Excursion into the Mediterranean. We discussed this plan quite fully in LEVANT TRADE REVIEW, Volume IV, Pages 50-58 (June Quarter, 1914). At that time we announced our intention of seeking the co-operation of American consular officers and possible Chambers of Commerce in the countries washed by the Mediterranean, in order to realize our scheme. This has become considerably simplified by the recent organization in Milan and Barcelona of American Chambers of Commerce. We read, in regard to the latter, as follows in a telegram from Washington, printed in the New York JOURNAL OF COMMERCE for April 29th, 1915.

"It was announced at the Department of Commerce to-day that commercial attaché Veditz has cabled from Paris the receipt of a telegram from the American Consul General at Barcelona announcing that an American Chamber of Commerce for

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Spain has been definitely organized with the co-operation of the Spanish Government. The Department, it is understood, places great confidence in the value of chambers of commerce. It is announced to-day that the British have organized a chamber of commerce in Argentina and twelve other foreign countries. These chambers, it was noted, have been organized in the interest of British trade and a majority of them issue periodically a journal or annual report. The inference is made that by organizing American chambers of commerce in foreign countries American commerce might be benefited likewise."

It will now be the privilege and duty of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT to invite its sister-organizations in Italy and Spain to join it in urging upon the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA and upon the NATIONAL FOREIGN TRADE COUNCIL the advisability of the Excursion in question, immediately upon the termination of the war. We also intend to invite all American consular officers in the section affected to take active part in carrying through the excursion idea and in making the excursion a complete success.

The chief obstacle to American trade in the Eastern Mediterranean is lack of confidence, and this can best be eradicated and replaced by relations resting upon mutual reliance and good will by the visit to the Levant of a large number of representative American manufacturers, merchants and capitalists who will study peoples and conditions in person and on the spot.

We are already assured by the Honorable Charles H. Sherrill, chairman of the committee for foreign affairs of the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA, that the Mediterranean Excursion scheme will have his hearty support. Once the war is over, we shall hope — with the assistance of other chambers of commerce in the Mediterranean basin and of leading commercial bodies in America — to carry the project through and thus lay the foundation for a great expansion of American trade in the countries of the "Middle Sea", including those of the Near East.

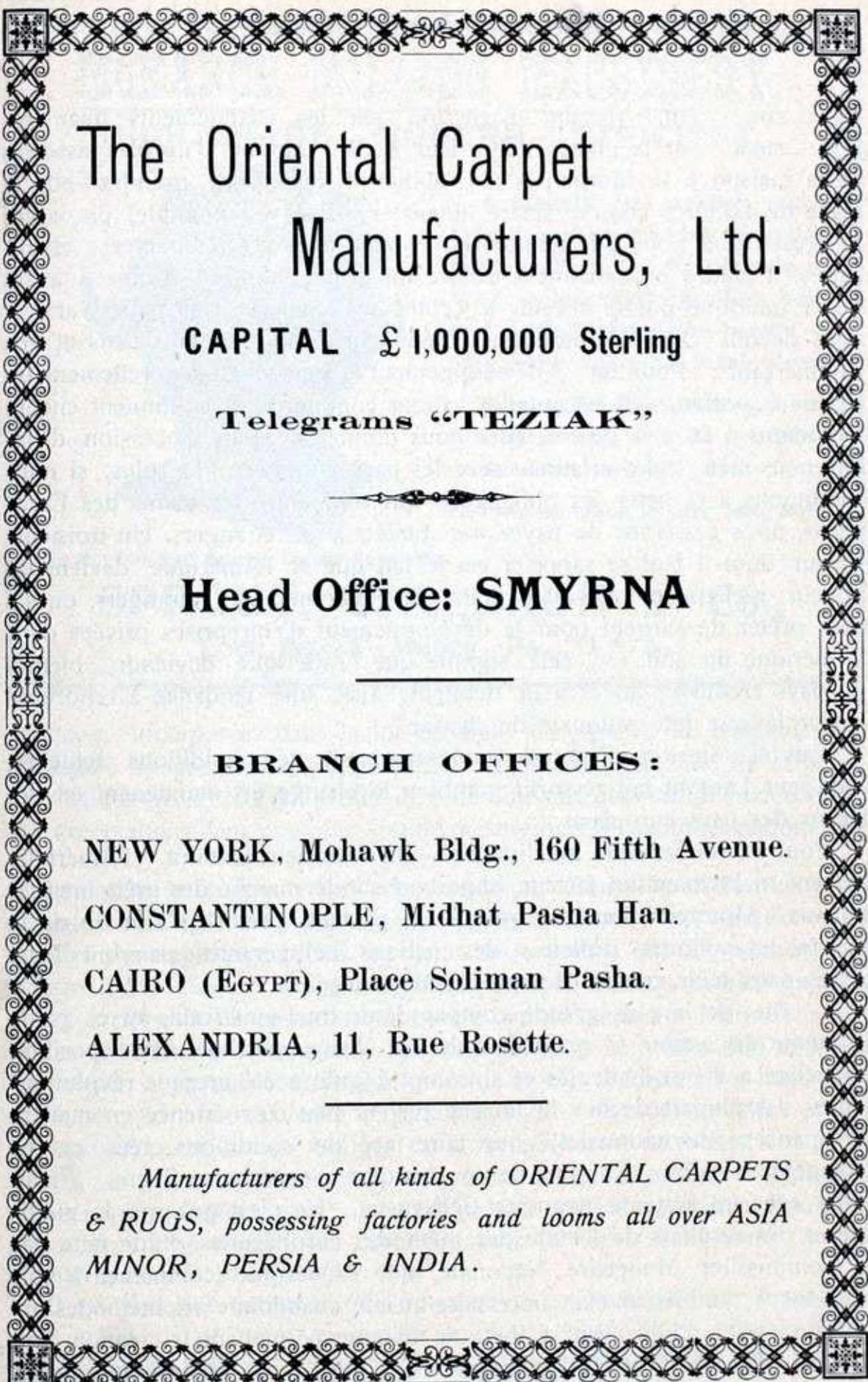
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Finance Américaine.

AU cours d'une récente discussion sur les changements financiers causés par la guerre, Monsieur T. W. Lamont, l'un des associés de la maison J. P. Morgan & Co., a dit: "New York prendra-t-elle la place de Londres comme centre financier? Cela est possible, probable! Le temps seul pourra le démontrer. Même avec ses ressources merveilleuses, il faudra probablement encore un grand nombre d'années avant que l'Amérique puisse devenir le centre des finances. Car pour y arriver nous devons créer de nouveaux débouchés pour nos fabricants et nos commerçants. Pour un tel développement la guerre est naturellement un facteur important. Si les grandes nations commerciales continuent encore longtemps à faire la guerre, elles nous donneront plus d'occasion d'établir nous-mêmes des relations avec les pays étrangers. De plus, si nous continuons à racheter les obligations qui sont entre les mains des Européens, nous cesserons de payer des intérêts à des étrangers. Un troisième facteur dont il faut se rappeler est le fait que si l'Amérique devient un prêteur réellement important pour les gouvernements étrangers, ou s'il peut prêter de l'argent pour le développement d'entreprises privées dans l'Amérique du Sud, etc., cela signifie que l'Amérique deviendra bientôt un pays créditeur au lieu de débiteur, avec une tendance à rendre le Dollar la base internationale du change."

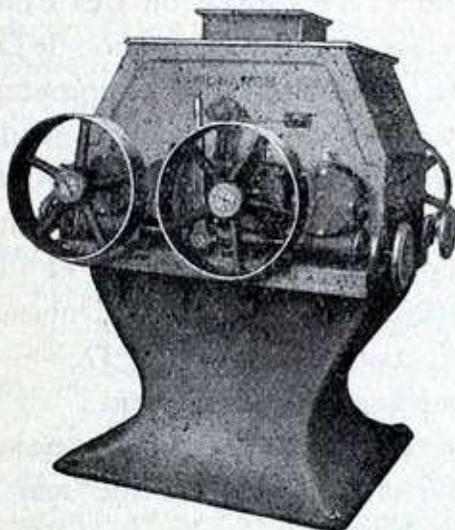
Faisant allusion au grand bouleversement des conditions actuelles, Monsieur Lamont fait ressortir combien le change est maintenant en défaveur des pays européens.

Pour couronner cette amélioration, dit Monsieur Lamont, "l'Amérique devient maintenant un facteur important sur le marché des prêts internationaux." Monsieur Lamont, soit dit en passant, prédit qu'à la fin de la guerre les hommes d'affaires des nations belligérantes paieront leurs dettes, sans tenir compte des prescriptions légales.

Le chef de la plus grande compagnie de trust américain, au cours de la même discussion, fit ressortir que "le changement de notre position financière a été si inattendu et si complet, qu'il a été presque révolutionnaire. La plupart de nos financiers avaient peu d'expérience en matière de finances internationales pour faire face aux conditions créées par ce changement subit. En plus de ce manque d'expérience il nous a fallu lutter avec un système financier défectueux. Ce n'est qu'après la publication des résultats de l'étude des méthodes européennes, étude faite par la Commission Monétaire Nationale, que l'Amérique commença à voir clairement combien il était nécessaire qu'elle abandonne ses méthodes archaïques pour adopter un système de banque permettant la création d'un marché d'acceptation et d'escompte. Ces vues de la commission furent

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sagement incorporées dans la loi Fédérale de réserve et constituent la principale mesure dont le pays bénéficie maintenant par suite de cette loi. Les institutions d'Etats ont profité de cette nouvelle disposition en accordant des acceptations dans une plus grande mesure que les banques nationales."

La fin de la guerre créera des conditions nouvelles et la plus forte demande sera faite alors sur les finances américaines. La destruction et la perte des capitaux causées par suite de la guerre ont été estimées sur la base d'une durée d'un an à 40,000,000,000 de Dollars, et bien qu'il ne sera pas possible de restaurer tout cela en une fois, les indications actuelles nous font prévoir que la demande qui nous sera faite sera énorme. En premier lieu, nos commerçants seront appelés à fournir les matériaux de construction nécessaires à la restauration des régions dévastées et secondement nous serons obligés de faire crédit soit en faisant des prêts directs, soit en rachetant des obligations américaines qui se trouvent en possession des étrangers. Tout fait prévoir que les capitalistes étrangers seront lents à se départir de nos obligations et ne seront tentés de les liquider qu'à des prix élevés.

Il est plus que probable que plusieurs pays étrangers nous demanderont une partie de notre or afin de pouvoir rétablir leurs réserves d'or. Ces demandes sur nos ressources financières semblent nous faire voir la perspective d'un marché monétaire actif et ferme.

Le Commerce des Etats Unis d'Amérique sur les Bateaux battant Pavillon Américain.

Lest généralement connu que par les temps qui courrent, le problème le plus compliqué dans le développement du Commerce des Etats Unis d'Amérique avec les Pays du Levant, c'est le moyen de transport.

Tous les hommes d'affaires ayant déjà des relations avec les Etats Unis, et même ceux qui projettent d'en nouer plus tard, savent quel rôle important dans le commerce est attribué à ce grand facteur. C'est précisément pour donner à nos lecteurs une illustration précise que nous attirons leur attention sur quelques données qui émanent du "Bureau of Foreign and Domestic Commerce" de Washington.

Quoique à présent, par suite de la guerre générale, on ne peut pas se prononcer avec pleine satisfaction, tout fait prévoir un avenir plein de succès.

Profitant de la nouvelle loi sur la navigation, émise en Août 1914, le nombre des navires construits à l'étranger qui ont demandé l'enregistrement Américain s'élève jusqu'au 1er Mai 1915 à 142 unités d'un tonnage total de 500,705 tonnes. A ce chiffre viennent s'ajouter journallement d'autres enregistrements, de sorte que à la fin des hostilités actuelles, la marine marchande Américaine aura la prépondérance dans la navigation internationale

prépondérance qu'elle n'avait pas avant la guerre,

Durant la période du 1er Août 1914 au 31 Mars 1915, l'Importation et l'Exportation des Etats Unis s'élevaient à 2,797.000,000 de Dollars. De ce chiffre un pourcentage de 12,64 % c.à.d. 353,600,000 de Dollars revenait aux bateaux Américains. Durant la même période année auparavant, l'Importation et l'Exportation dans les Etats Unis étaient de 2,960,200,000 de Dollars, mais à ce temps là seulement 264,800,000 de Dollars c.à.d. 8.34 pour cent revenaient à la marine marchande Américaine.

En comparant seulement l'Exportation des Etats Unis d'Amérique soignée par des navires battant pavillon Américain nous constatons que la proportion entre les 8 mois clôturant en Mars 1914 et la même période clôturant avec Mars 1915 s'est élevée de 6.57 à 10.25 pour cent. Quant à l'Importation la proportion revenant aux bateaux Américains s'est accrue de 10.73 à 16.60 pour cent.

Il ne faut pourtant pas omettre de prendre en considération, le fait que chaque bateau a transporté des marchandises d'une valeur supérieure qu'avant la guerre. Pour plus ample information nous dirons que, l'Exportation sur des bateaux Américains a augmenté de 111,700,000 de Dollars (période de 8 mois clôturant en Mars 1914) à 178,700,000 de Dollars (période de 8 mois clôturant en Mars 1915), ce qui représente un surplus de 60 % .

American Banks in the Near East.

(Consul OTIS A. GLAZEBROOK, Jerusalem, in "Commerce Reports," Washington).

ABANKING organization would solve the credit question to the satisfaction of all concerned. As the result of the new banking law in the United States such a scheme is more practicable than ever before, and a branch of one of the home national banks could be situated in Athens, Constantinople, or Alexandria. This organization would be in a position to handle all the banking operations of the Near East with the United States. The trade of Turkey alone with the United States is about \$30,000,000, and, including the neighboring countries, it will surely be double or treble that figure. It is apparent that this volume of business is worth the attention of a big banking concern.

Such a central institution, with correspondents in all the large cities of the Near East, would reduce the high rate of exchange which London and Paris banks are charging for the same service. The nationality of the bank would inspire more confidence among the home manufacturers and merchants, and it would be to the interest of the bank to advise business men at home as to the best methods of handling such a business or entering such a market, and to furnish confidential information as to the standing of local business men.

Aside from the purely financial transactions, such an organization would supplement the splendid work being done for the extension of American trade by the AMERICAN CHAMBRE OF COMMERCE FOR THE LEVANT, with headquarters at Constantinople.

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FROM THE WELL KNOWN IMPORTERS FROM AMERICA

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Honorable JOHN E. KEHL
American Consul at Salonika, Greece.

John Edwin Kehl

WE present with considerable satisfaction, on the opposite page, the likeness of the American Consul at Salonika, the honorable John E. Kehl. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT has few friends and champions, if any, more loyal and more useful. We admire his capacity for leadership, and we are grateful for his devotion. His unflinching stand during the Balkan crisis carried the Salonika Branch through a most trying period from which it emerged stronger and more ambitious than ever. Mr. Kehl has realized that American trade in the Levant needs organization based upon co-operation and united, harmonious efforts on the part of all forces interested in American commercial expansion in the Near East as only thus can the big problems be solved whose adjustment is vitally essential. By this conviction Consul Kehl has stood bravely and loyally through evil days as well as in times of good report. For this we honor him, for this we thank him.

He is now in the United States on sick leave. We heartily wish him a speedy recovery and a speedy return to our field.

His Government has recently recognized his worth by promoting him into Class V of Consuls. He formerly served in Stettin and at Sydney (Nova Scotia). Mr. Kehl's official record at Salonika during the Balkan wars when his District reached far into Macedonia, Servia and Albania, earned for him numerous encomiums for faithfulness, energy and efficiency and the confidence of his superior officers.

Some of his highly instructive articles on trade and industry have been published in LEVANT TRADE REVIEW.

We wish Mr. Kehl a rich success in his professional career and an abundance of happiness.

From Salonika, according to Consul Kehl, the exports to the United States were as follows in 1914 as compared with 1913:

Articles.	1913	1914	Articles.	1913	1914
Chemicals, drugs, etc.:			Skins, raw dry :		
Opium, crude . . .	\$69,171	\$873,907	Goat	\$105,635	\$95,118
Saffron, crude . . .	5,189	220	Hare	8,009	· · · · ·
Cigarette paper . . .	4,203	320	Kid	· · · · ·	3,250
Dairy products, cheese	18,083	28,541	Lamb	· · · · ·	656
Fur :			Sheep	40,181	22,595
Dressed –			Tobacco, filler, unstemmed	5,908,773	6,396,688
Marmot	2,363	667	Vegetables, canned .	700	4,030
Mink	374	131	Wool :		
Skunk	469	137	Washed	· · · · ·	6,242
Not dressed –			Unwashed	· · · · ·	1,410
Fox	1,846	2,666	Scoured	· · · · ·	1,840
Marmot	· · · · ·	399	All other articles	7,961	3,422
Seeds :			Total	6,173,202	7,447,312
Fennel	245	992			
Millet	· · · · ·	3,998			
Poppy	· · · · ·	183			

Celebration at Salonika.

THE Salonika Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT is to be congratulated upon its successful Fourth of July celebration. The optimistic spirit which our Salonika friends have repeatedly evinced in the face of many towering difficulties showed itself again at its best, and we are particularly happy to note the real jolly Americanism which prevailed and found expression in the addresses delivered on the occasion. Such gatherings cannot but have a beneficial effect upon the further consolidation of American commercial interests in this important trade center of the Eastern Mediterranean. Our members at large will welcome the opportunity to gain a more intimate knowledge of our Salonika friends and their efforts in behalf of American trade extension. We therefore take pleasure in publishing an account of the celebration, which is deserving of greater publicity and, if we are permitted to add, of imitation;

The Salonika Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT held a very successful FOURTH OF JULY banquet which has stimulated the activity of that organization and has resulted in increased membership. In addition to local importers belonging to the Chamber, many Americans were present. These included the Faculty of the Thessalonica Industrial and Agricultural Institute, employees of the Standard Oil Company of New York and the representatives of American tobacco companies operating in Salonika, Cavalla, Serres and other points in Macedonia. Several prominent American surgical and sanitary experts working in Serbia also participated. The "Fourth of July" humor of the American boys was contagious and animated the spirits of the local members who joined in the typically American celebration until the early hours.

In the absence of the Hon. John E. Kehl, American Consul at Salonika, now on leave in the United States, Vice-Consul A. R. Thomson presided. Rev. John Henry House, Ph.D., Principal of the Thessalonica Industrial and Agricultural Institute, offered thanks appropriate to the occasion. During the course of the evening, toasts were enthusiastically drunk to the President of the United States and the King of Greece.

In introducing Dr. S. Brautman, Secretary of the Salonika Branch, Vice-Consul Thomson said:

"Gentlemen:— It affords me great pleasure to introduce Dr. S. Brautman, our Secretary, who has kindly consented to give us a short account of the activities of this Branch of the *American Chamber of Commerce for the Levant*. To the members of this Chamber, Dr. Brautman needs no introduction; but, for the benefit of American visitors, I take this opportunity to say

"that he has been identified with this organization since its foundation in July, 1911, and it has been largely through his energy and efficiency that this Branch has continued to remain an effective organization, notwithstanding the troublous times prevailing in this locality during the recent Balkan wars. Dr Brautman has also been identified with local philanthropic enterprises. He was Secretary General of the International Refugees Committee for Mussulmans during the first Balkan War, composed of the members of the local Consular Corps. In that capacity, he had active charge of the caring for 25,000 refugees. The Chamber is fortunate in having so competent a Secretary. What the Doctor says will, I am sure, be very interesting." *Applause.*

Dr. Brautman said:

"Monsieur le Gérant

Messieurs,

"Quoique un peu souffrant j'ai tenu à assister au banquet de soir.

"C'est un grand plaisir de nous voir tous réunis, mais nous aurions eu sûrement une double joie s'il n'y avait pas eu parmi nous des absences.

"1: Notre Président Mr. D. Errera.

"2: Notre Trésorier Mr. V. Sciaky et surtout notre Président Honoraire Mr. John E. Kehl, Consul d'Amérique, en ce moment en congé dans sa ville natale.

Messieurs,

"Comme Secrétaire de la Chambre de Commerce depuis 4 ans j'ai été à même de connaître et apprécier les hautes qualités administratives de Mr. Kehl, et nous devons à son étroite collaboration la réussite de notre œuvre. *Applaudissements.*

"Nous trouvons toujours les membres et moi un grand appui auprès de lui, il ne nous marchande jamais son concours, toujours prêt à nous aider, content et heureux de pouvoir contribuer au développement de notre entreprise. *Applaudissements.*

"C'est grâce à son aide et sous sa surveillance qu'en 1912 nous avons redigé et fait imprimer à l'intention des Industriels et Commerçants Américains une petite brochure illustrée, destinée à attirer l'attention de ces derniers sur l'intérêt que pourraient leur présenter notre pays, presque vierge de toute industrie au point de vue de son exploitation.

"Nous avons fait distribuer dans diverses villes des Etats-Unis, par l'entremise des Chambres de Commerce qui y sont établies, plusieurs de ces brochures.

**AMERICAN CHAMBER OF COMMERCE
FOR THE
LEVANT**

**SALONIKA BRANCH
GREECE**

FOURTH OF JULY 1915

INDEPENDENCE DAY BANQUET

Monday, 5th July 1915, at 9 p.m.

OLIMPOS Palace Hotel

PRESIDING OFFICER:

— **Mr. A.R. THOMSON, American Vice-Consul**

— MENU —

AMERICAN SOUP
FISH SALONIKI SAUCE
CHICAGO STEAKS JARDINIER
ROAST CHICKEN EVZONE
MACEDONIAN SALAD
NEAPOLITAN ICE CREAM
ÆGEAN FRUITS

GRAN SPUMANTE

CHEESE: GRUYERS — CAMEMBERT

COFFEE

CIGARS AND CIGARETTES

MUSIC

Mr.



**AMERICAN CHAMBER OF COMMERCE
FOR THE LEVANT**

SALONIKA BRANCH

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DAVID ERRARA	<i>President</i>
CONSTANDEULAKI	<i>Vice-President</i>
SYLVAN BRAUTMAN	<i>Secretary</i>
VICTOR SCIAKY	<i>Treasurer</i>

Messrs NICO SALTIEL, TRIFFON VADRAS, T. D. CHARIATIS, V. CITTERICH, I. IAHIEL, ALBERT MOSSERI, ED. MAULWURF, INO BENSSUSSAN, HENRI TIANO, J. A. HASSID . . . *Directors.*

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| 24. ED. MULWURF | 48. VICTOR SCIACY |
| | 49. S. BRAUTMAN |

"Je me réjouis de vous annoncer que, l'effort que nous avons déployé en distribuant alors ces brochures a produit l'effet voulu. *Applaudissements.*

"Des centaines d'exportateurs Américains commencent à se familiariser avec notre marché, des centaines de commerçants demandent à la Chambre de les mettre en relation avec les agents et importateurs locaux.

"L'effet a été en vérité un peu lent, mais il a été sûr, et en ce moment après 5 ans d'efforts chaque Agent ou Importateur est, sans aucun doute, en relation directe avec une maison Américaine.

"J'invite donc les membres de la Chambre de Commerce Américaine à continuer comme par le passé à nous prêter leur concours pour l'agrandissement de la Chambre. Je dois dire que nous constatons avec plaisir que le nombre des membres de la Chambre augmente de jour en jour, et en dehors de la Chambre de Commerce Américaine de Constantinople c'est la nôtre qui est la plus grande.

"Espérons que dans peu de temps elle atteindra celle de Constantinople et ceci pour la prospérité des relations commerciales entre la Grèce et les Etats-Unis. *Applaudissements.*"

The presiding officer, on behalf of the Chamber, welcomed to Salónica Mr. Stanley C. H. Smith, recently transferred from Smyrna to be Manager of the local agency of the Standard Oil Company. Although not an American, Mr. Smith responded in a humorous and witty strain alluding to the occasion which the *Fourth of July* marks. His bright remarks contributed largely to the success of the occasion.

Short talks appropriate to the occasion were also given by Dr. John Henry House, Dr. T. W. Jackson, American Sanitary Commissioner in Serbia, Ensign M. K. Goodridge, formerly of the American Navy, Mr. Nico Saltiel, Mr. Albert Mosseri and several representatives of American tobacco companies operating in Macedonia. Mr. L. C. Connor remarked on the activities of the mother Chamber in Constantinople and particularly spoke of Mr. J. Wylie Brown's work in the United States in securing cooperation of American commercial organizations with the *American Chamber of Commerce for the Levant*, and what such cooperation means.

Commenting on Mr. Connor's remarks, Vice-Consul Thomson said:

"Plans for cooperation of the Levant Chamber with trade organizations in the United States, will, I am sure, appeal to local importers of American goods, especially at this time,

IN THIRTY-SEVEN YEARS

I have mastered

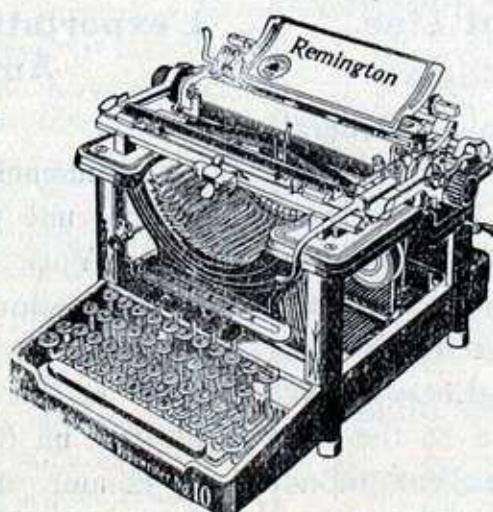
EIGHTY-FOUR LANGUAGES

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WRITING**



when the situation in the Levant has forced the port of Salo-nika into more direct relation with American exporters and manufacturers. In this connection, local importers of American goods are reminded that the American Consular Service is essentially a trade promoting agency. The Consulate in Salo-nika, in conjunction with the American Chamber, maintains a commercial reading room with catalogues and periodicals covering many lines of American commercial endeavor. All of this literature is card-indexed and can be quickly consulted. Local importers are cordially invited to avail themselves of this reading room."

"The advantages of international trade to competing nations, are too well known for comment here. The discussion of these advantages usually forms the most interesting chapter of any text book on economics. In the final analysis, these advantages may be summed up in two words, COOPERATION and RECIPROCITY, the ideal basis for successful international trade being a condition under which one nation supplies commodities which the other cannot produce. For example, this consular district contributes annually to the United States nearly \$6,500,000 worth of the world's best tobacco, a variety of leaf which America cannot produce. We appreciate this great contribution of good tobacco as it adds greatly to the personal enjoyment of thousands of American smokers. In return for this favor, we offer Macedonia a choice line of manufactured goods. We can supply anything from agricultural implements to "B.V.D." underwear." *Laughter Applause.*

America-Levant Line.

The American Consulate General at Constantinople has received the following letter from Messrs. Norton, Litty & Company, Agents in New York of the AMERICA-LEVANT LINE. "We are authorized to inform you that the AMERICA-LEVANT LINE will continue its service to the Levant ports as soon as conditions will allow and will increase its service as the support it receives warrants it in doing so."

L'exportation du Charbon Américain.

La communication suivante est faite par une maison d'affrètement de New York:

L'exportation du charbon d'ici augmente de jour en jour, et la preuve en est celle-ci que au lieu d'affrêter un ou deux bateaux par jour comme dans le passé, nous constatons qu'à présent on affrête deux ou trois bateaux par jour avec du charbon.

L'Italie met l'Embargo sur l'Huile d'Olive. — Un cablogramme de l'Ambassadeur d'Amérique à Rome annonce que l'huile d'olive fait partie des articles sur lesquels l'Italie a mis l'embargo, on peut cependant obtenir la permission d'exporter de l'huile d'olive pour les Etats Unis, sur une demande adressée aux autorités italiennes.

L'Exportation de l'Huile de Coton.

— L'estimation faite au mois d'Avril, par le Gouvernement Américain sur l'exportation de l'huile de coton, montre que les Etats Unis ont exporté ce mois là 114,138 lbs, mis regard avec 73,680 lbs exportées en Mars et 45,438 lbs exportées en Avril 1914. D'après cette estimation l'exportation de l'huile de coton pour la période du 1er Septembre 1914 au 30 Avril 1915, a été de 620,716 lbs, exportation que l'on compare avec 396,647 lbs pour la même période (1er Septembre—30 Avril) un an auparavant.

La Prospérité en Amérique. — Monsieur Frank J. Semple, Vice-Président de la Simmons Hardware Company, prédit que les Etats Unis entreront au printemps prochain dans une ère de prospérité comme il ne s'en est jamais vu, et il déclare que la nation entière doit féliciter le Président Wilson, d'avoir gardé une attitude hostile à la guerre. Monsieur Semple a été l'hôte de la "Jovian League", au lunch qui a été offert à l'Hôtel Adelphia à Philadelphie, et dans une allocution pleine d'énergie sur "La Perspective des Affaires", il a affirmé qu'après le 1er Juillet les affaires reprendront et iront en s'améliorant de jour en jour jusqu'à atteindre un haut degré de prospérité. Monsieur Semple a pris la peine d'expliquer, que les prédictions optimistes qu'il fait sur la perspective des affaires ne sont pas l'expression d'une simple opinion. Il a dit qu'elles sont le résultat d'exacts et sérieux faits contenus dans des rapports reçus de tous les pays dans tous les Etats d'Amérique. Ces rapports ont été publiés par les marchands employés par la compagnie, marchands dont le nombre s'élève à plus de cinquante.

Service de Colis Postaux entre l'Amérique et la Grèce. — La nouvelle con-

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OPIUM of the highest test for manufacturing and for druggists.

WOOLS of every description, greasy and washed, for combing and for filling purposes.

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OLIVE-OIL, GALLS, GUMS,
LICORICE ROOT & VALONEA.
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vention pour le service des colis postaux entre les Etats Unis d'Amérique et la Grèce, aura d'après Monsieur Cooke, Consul Américain à Patras, une influence utile dans le développement du commerce Américain avec le district consulaire de Patras. D'après les termes de la convention, le port des colis postaux aux Etats Unis pour la Grèce sera de 12 cents par livre ou chaque fraction au dessus. Le poids du colis est limité à 11 livres et les dimensions à 3 pieds six inches, longueur maximum, ou six pieds carrés. Les colis postaux offrent un moyen rapide, sûr et peu coûteux pour expédier des échantillons de toute sorte aux commerçants de Patras, ils peuvent même servir à l'expédition de petites commandes.

Cotonnades Américaines pour la Mer Rouge. — Une des plus grandes commandes qui est jamais été placée sur les marchés des Etats Unis d'Amérique, vient d'être faite par Aden, pour le commerce de la mer Rouge. Les Koweeke Mills, de Eufala, Alabama, sont en train de tisser 750,000 yards pour l'exécution de cette commande. Ces cotonnades blanchies portent la marque "Made in the United States" (Fait aux Etats Unis) avec laquelle ces filatures marquent maintenant tous leur tissus. Il faut encore quelques semaines avant que la commande soit complètement livrée, quoique les filatures travaillent jour et nuit.

Pour l'Humanité. — Le projet de nommer le Général Gorgas, le grand officier de l'armée des Etats Unis en matière d'hygiène, qui a triomphé de la fièvre jaune et d'autres maladies épidémiques au Panama et à la Havane, chef d'une commission d'hygiène à envoyer en Serbie, attire l'attention sur la distinction unique de l'armée Américaine. Sauver des vies et non pas en détruire, a été la devise de l'armée Américaine. Elle a aussi construit de grands travaux d'ingénieurs, y compris le Canal de Panama. Mais même cette merveille du génie et de l'industrie s'efface devant l'œuvre accomplie par l'armée Américaine pour l'humanité, par ses docteurs et sa discipline, en enravant diverses maladies des tropiques.

Cable Address :
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Outlook for American Trade in the Balkans.

We take pleasure in quoting extracts of an article contributed to the NATION'S BUSINESS by Mr. Soterios Nicholos, an international lawyer and member of the Washington bar. His observations practically coincide with the ideas we have constantly propagated in connection with American trade expansion in the Levant.

THE mutual benefits which will be derived in the end both in quality and in quantity from trade between this country and the Balkans, will be enormous, if American manufacturers and merchants will see their way clear to engage in such trade from the geographical point of view rather than the political ownership of the ground itself in that region. The map of the Balkans may be changed before the present European war is ended. The country, in any event, will remain as much undeveloped as it is now, and in fact will reveal even more opportunities for trade in that part of the globe. The Balkan countries will present at the conclusion of the war a field of virgin soil, and he who sows now will reap a hundredfold.

By the term Balkan States we mean Greece, Turkey, Bulgaria, Serbia, and Montenegro. From the standpoint of actual and prospective American trade, however, the most important of these are Turkey and Greece. It is true that Asiatic Turkey does not form a part of

the Balkan peninsula. It seems impossible, however, to appreciate correctly the situation in European Turkey unless Asia Minor is considered as well.

The population of the Balkans will prosper only in so far as they cultivate their soil to the best advantage. Land in Asia Minor, Macedonia, Thrace and Bulgaria, is fertile as it is in few other places on the surface of the earth. Agriculture in these regions, however, is carried on under the most primitive conditions. The plow used is extremely crude and old fashioned, oxen and buffaloes are still used, and the rotation of crops is scarcely known. But gradually the Balkan peasantry is beginning to see what possibilities of wealth there are in the scientific exploitation of the soil. Intensive as well as extensive cultivation is now fairly well under way. For all this, new machinery will be needed and America can best supply this. The Balkan peoples stand in urgent need of agricultural implements of all kinds, and it is a widely recognized fact that the United States manufactures the best.

The second opportunity for trade between the United States and the Balkans is in manufactures. At present there is comparatively little manufacturing in the Balkans. As a consequence, people are compelled to import almost all manufactured articles. Every article of dress, all kinds of machinery, and all implements of building construction are imported from European countries.

The people of the Balkans send their wool, for example, to England, where it is manufactured into clothes. Then they buy it back at five or six times its original price. Why should Europe be privileged as against America in this respect? In due time the Balkans will propose to manufacture their necessities themselves, but they have not the capital necessary to the establishment of such industrial plants. Hence, foreign capital is bound to be called in. Here again is America's chance. In all the Balkan States, mills, weaving factories, electrical plants, shops for the manufacture of agricultural implements and different tools, and various utensils for household use, will be needed. Here is a wide field for the investment of American capital and administrative ability.

The main obstacle to communication with the Balkan States is the distance and heavy freights. Both of these could be avoided by the contemplated American merchant marine. Direct communication should be established not only with the great European countries, but with the smaller Balkan States as well. In this respect we have been severely handicapped for years in our struggles for mastery against British and German producers. The concessions which we have seen granted to the European countries by the Balkan States and not to the United States is the reason that the former make loans of capital to the Balkan Governments, in consideration for which services they are awarded very important concessions, whereas,

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the United States has thus far not invested capital to a great extent in the Balkans. To all appearances the European merchant marine is going to be materially crippled for some time to come. Hence this is the hour for the American merchant marine to take possession of the oceans and of the seas. Furthermore, increase in export trade must run parallel with enlargement of the import trade so that the ships carrying away goods will rest assured that they will be provided with return cargoes.

Then we need to provide banking facilities for our traveling men and for the trade in general. American banks of discount and investment would be advantageous. The manufacturer must work hand in hand with the banker. America should extend credit to those countries. Indeed, the chief requisite in the Balkan States, the seed we want to sow upon the Balkan soil, is capital. Thus only can its resources be exploited.

A number of cities have been recommended by the Secretary of Commerce to serve as the seats of commercial attaches whose function it is to protect and foster commerce between this country and the foreign markets. But, to my regret, one finds not a single Balkan city in the list. A commercial attache in either Athens or Constantinople is really a necessity for American trade.

The opportunity is ample and the cause urgent. America has already started upon a moral and intellec-

tual conquest of the Near East. Its missionaries are spreading far and wide the torches of American culture and life. The Balkan States have started upon an industrial conquest of American territory. They send annually hosts of their people to this country to engage in honorable and profitable labor. We are called upon to strengthen these ties by bands of commerce and trade.

American Merchant Marine.

— Under the emergency ship registry act of August last, a total of 150 foreign built vessels had been admitted to American registry up to June 20th. They represent an addition of 528,912 gross tons to the American merchant marine.

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Manufactures Needed in the Balkans.

(American Minister CHARLES J. VOPICKA, Bucharest, Roumania, Apr. 30).

THE commercial situation in Roumania, Bulgaria, and Servia presents a favorable aspect for American trade extension. The business men in these countries state that their stock of goods is more or less exhausted, and if the war lasts a few months longer they will be entirely out of supplies. This refers to all lines of goods.

It seems to me that it is very important for American manufacturers and business men to know that after the war is over there will be a great demand in the Balkan States for merchandise at good prices, especially for machinery of all kinds - woodworking machines, saw tables, machinery for tools. All the factories now working here for military requirements will have to be enlarged, renewed, or altered, and the proprietors of these factories, having learned during the war the advantages of American machinery, will prefer to place their orders in America.

Furthermore, there will be a great demand for harvesting machines, especially the smaller types; also stationary engines, autocars, lorries, repair parts for motors, all kinds of paper articles, office furniture, typewriters, stationery, etc.

I am making this report for the purpose of calling the attention of American manufacturers to the fact that they should have a good stock of goods on hand, as I am certain they will be able to dispose of the same at good prices after the war is ended.

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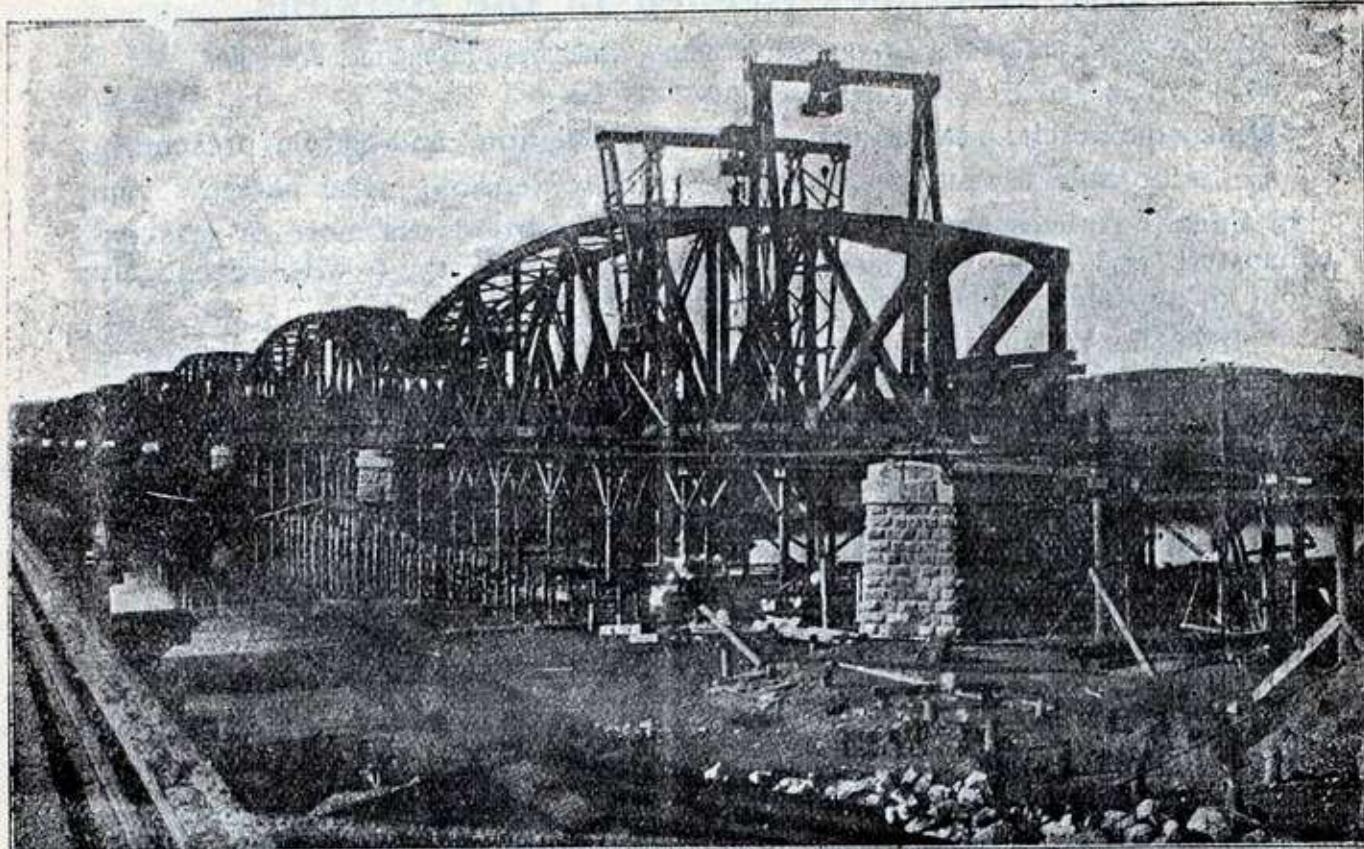
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The COMMERCIAL OTTOMAN BANK purchases and sells all kinds of goods either for its own account or on commission and accepts the representation of native and foreign firms.



The Euphrates Bridge.

Anatolian and Bagdad Railway The Bagtsche Tunnel and Euphrates Bridge.

THE final piercing of the Bagtsche tunnel which took place in June marks another important step in advance towards the completion of a through trunk line from Baghdad to Constantinople. It would not be amiss, perhaps, to give some technical details of this triumph of modern engineering.

From Marume, the last station of the Anatolian railway, in the Cilician plains, the road starts its momentous climb passing over 8 bridges and through 7 smaller tunnels of a total length of 1937 m. before reaching Bagtsche, situated 536 above the sea level. Between Bagtsche and the main tunnel the railway leads through another 2 passages of 73 and 117 m. and over a small bridge. The tunnel itself has a length of 4853 m. The first few kilometres the tunnel ascends from 610 to 615 m. and falls to 500 m. at the exit. Four further tunnels follow until the train reaches Islahie. These cuts have a total length of 1067 m. Besides, there are 3 bridges on this stretch. In the old world the tunnels of the

Alps alone surpass this new Asiatic piece of construction. As to the technical difficulties which the engineers had to confront it may suffice to mention that several hundred meters had to be broken through pure quartz stone.

In the March number of *LEVANT TRADE REVIEW* we also made reference to the completion of the other great technical achievement of the Baghdad Railway, the Euphrates bridge at Djerablis, about 400 kilometres east of Aleppo, destined to inaugurate the opening of the Mesopotamian Plains. We herewith reproduce a picture of the bridge while in construction. It measures altogether 800 meters and its constructive steel and iron parts have a total weight of 3400 tons. It consists only of a single track.

The monumental bridge, testifying to the advance of modern engineering, serves to impress the natives far and wide in these lonely districts with the magnitude and triumph of science and organization over all towering obstacles redeeming these fertile districts to rational cultivation and higher civilization.

New Steamer in Greek-American Trade.

(Commercial Agent Stanley H. Rose, New York.)

CONSIDERABLE interest has been aroused in export circles by the arrival in New York and the departure for Greece of the steamship *King Constantine*, the new passenger steamer of the National Steam Navigation Co. The present company is a combine of the old National Steam Navigation Co. of Greece and the Hellenic Trans-Atlantic Steam Navigation Co. The *King Constantine*, which is completing its maiden voyage, has a displacement of 18,000 tons. It is 490 feet long and has a beam of 58 feet. The boat was built by Cammell, Laird & Co., of Birkenhead, England, and is capable of developing a speed of 18 knots. It has accommodations for 60 saloon, 550 second class, and 1,950 steerage passengers. In about two months the company expects to have another new steamer ready, the *Queen Sophia*, of 20,000 tons, and this vessel will be put on the Piraeus—New York service.

This company runs a service outward from New York to Naples and Piraeus, calling on the return voyage from Piraeus to New York at Patras and Palermo, and maintains both a passenger and a freight service. Besides the two steamers mentioned, they have the following passenger boats: *Athena*, 12,000 tons; *Themistocles*, 11,000 tons; *Ioanina*, 9,000 tons; *Salonica*, 8,000 tons; *Patras*, 8,000 tons.

Patras and America.

WE take pleasure in quoting the following interesting and valuable data from the last annual report to Washington of Consul A. B. Cooke at Patras, Greece:

The total declared exports from the Patras district to the United States and its insular possessions for 1914 were \$2,595,544, as compared with \$1,773,948 for 1913, an increase of \$321,596 over the preceding year. With the single exception of 1907 (which still holds the record by about \$30,000), the year was the record for exports in the history of the district as now delimited. The following table shows the trade in detail. It will be noted that the increase for the year, as compared with 1913, covered numerous articles:

Articles.	1913	1914	Articles.	1913	1914
Butter	\$ 3,553	\$ 5,909	Oils :		
Caviar	4,578	. . . . .	Olive	\$ 38,496	\$ 41,659
Cheese	184,681	197,149	Sulphur	7,084	77,113
Fish (salted)	279	. . . . .	Peppers (pickle)	1,841	2,263
Fruits :			Polypus	1,350	. . . . .
Citrons	23,729	7,476	Soap . . . . .	. . . . .	1,973
Currants	1,183,759	1,293,191	Tobacco	81,707	146,730
Olives	222,306	292,840	Valonia . . . . .	. . . . .	3,041
Raisins	2,161	171	Vegetables (canned)	3,766	3,494
Honey . . . . .	. . . . .	102	Wine (casks or bottles)	7,470	11,820
Jelly (currant)	2,437	. . . . .	All others	1,351	1,360
Liqueurs	356	1,786	Total	1,773,948	2,095,544
Liquors	1,615	446			
Nuts :					
Almonds	{ 1,429	{ 3,428			
Walnuts		{ 3,593			

The only exports to the American insular possessions during 1914 were \$115 worth of olive oil to Hawaii.

The year's trade with the United States directly may be summed up thus: In exports to the United States there was a healthy advance in all leading commodities; in imports from the United States there was proportionately, and perhaps actually, an even greater advance, for many commodities of American production were introduced upon this market for the first time, and in considerable quantities.

In spite of conditions adverse to the import trade from the United States as compared with export trade the adverse trade balance is being reduced from year to year.

Every season sees the introduction of new articles of American production on the local markets, making a healthy growth of trade. During the past year, for instance, the following American products have ap-

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peared upon this market, some of them for the first time in the history of trade, so far as records show, others for the first time in a great period: Coffee, cooking stoves, copper sulphate, cotton goods, motor boats, soaps, surgical supplies, and wheat. These, in addition to American goods already sold here in considerable quantities — agricultural implements, firearms and ammunition, hardware, lubricants and illuminant oils, kodaks and their supplies, pumps, sewing machines, toilet articles, typewriters, and windmills — make up a fairly representative body of American manufactures.

Most of the above-named articles have come upon this market in the course of normal trade, stemming the tide of sharp competition. Others of them have had the way opened for the time by the exigencies of war, competition being temporarily shut off by the closing of competing markets, and these last constitute an important element when considering the trade balance between the two countries.

Circumstances offer just now excellent opportunity to American business. Many markets that formerly supplied important lines of imports to the district are closed. The district must continue to have these supplies, and importers will, for the time being, have no other alternative than to meet the terms of American sellers. In this way American goods that might not under normal conditions have found a way to this market will be introduced. Whether such lines will hold their own after a return to normal conditions will depend largely upon American exporters, for American goods themselves are usually able to compete successfully with all others in quality.

Handicap Laid Upon American Goods by Freight Rates.

It is somewhat discouraging to those who have been putting forth every effort to get American goods introduced upon foreign markets to find that just now, when there seemed to open an unprecedented opportunity for accomplishing this, a severe handicap has been laid upon American exports by the enormous advance in ocean freight rates from American ports to many other parts of the world. The effect of this handicap is felt sharply in this district. Although ocean freight rates on exports from this district to the United States have remained practically unaffected by hostilities, rates from New York to Patras have advanced 300, or even 400, per cent, owing to the great demand for outgoing tonnage. Efforts to place American goods upon this market must inevitably prove largely futile so long as the importer is required to pay for ocean transportation 40, 60, or even in some cases 100 per cent of the prime cost of the merchandise on American markets.

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GALATA.

L'avenir de l'Amérique comme Marché de Peaux et de Cuir.

La guerre Européenne a amené de grands changements dans le commerce international de peaux et de cuirs. Qu'est ce que l'avenir réserve ? Cela est difficile à prédire. Mais à en juger par les conditions actuelles des affaires, on peut conclure qu'à la fin les Etats Unis occuperont la première place parmi les principaux marchés de cuirs.

Avant la guerre les peaux de la River Plate (Argentine) étaient expédiées par milliers aux ports d'Anvers et d'Hamburg, mais depuis, cette quantité a été expédiée à New York et à Boston. Avant la guerre les Etats Unis n'étaient pas en état de faire la concurrence à l'Europe. Il est probable que grâce à sa situation financière et à certaines conditions générales l'Amérique se trouvera en état de conserver ce genre de commerce.

Les autres cuirs étrangers qui ont beaucoup attiré l'attention ces quelques derniers mois sont ceux de la Chine et de Calcutta. L'exportation en Amérique des peaux de Hankau (Chine) a beaucoup augmenté. Tandis qu'en 1913 les affaires avaient beaucoup diminué en Chine à cause de la révolution, elles ont vite repris ces temps ci et l'exportation des peaux de vaches a atteint le record dans les annales de l'exportation. A cause de la guerre il n'y a presque pas d'exportation pour l'Europe. L'Allemagne importait une grande quantité de cuirs chinois. Les pays du Levant étaient de grands acheteurs en Chine de peaux de buffles et la France aussi commençait à s'intéresser à ce genre de cuirs. Il fallait donc un autre marché pour ces cuirs, et de ce fait l'Amérique a pris la première place. La même chose arriva pour les cuirs des Indes Anglaises, mais pas dans la même proportion qu'avec les cuirs chinois dont la vente a énormément augmenté ces derniers temps.

Summary of declared Exports by Consular Districts in the Ottoman Dominions.

	1912	1913	1914
	Dollars	Dollars	Dollars
Smyrna	4,772,564	5,737,327	5,479,864
Trebizond	3,317,331	2,873,999	2,558,350
Constantinople	4,490,305	3,668,541	2,235,302
Aleppo	1,457,456	800,170	785,684
Bagdad	1,199,052	1,363,634	364,384*
Beirut	1,009,772	648,423	343,458
Jerusalem	93,242	129,457	90,579
Mersina	96,449	45,890	43,428
Harpout	3,315	4,932	92
Salonika	6,476,998	6,173,203	not given
Totals	22,916,484	21,445,576	11,901,141

* Bassorah not included.

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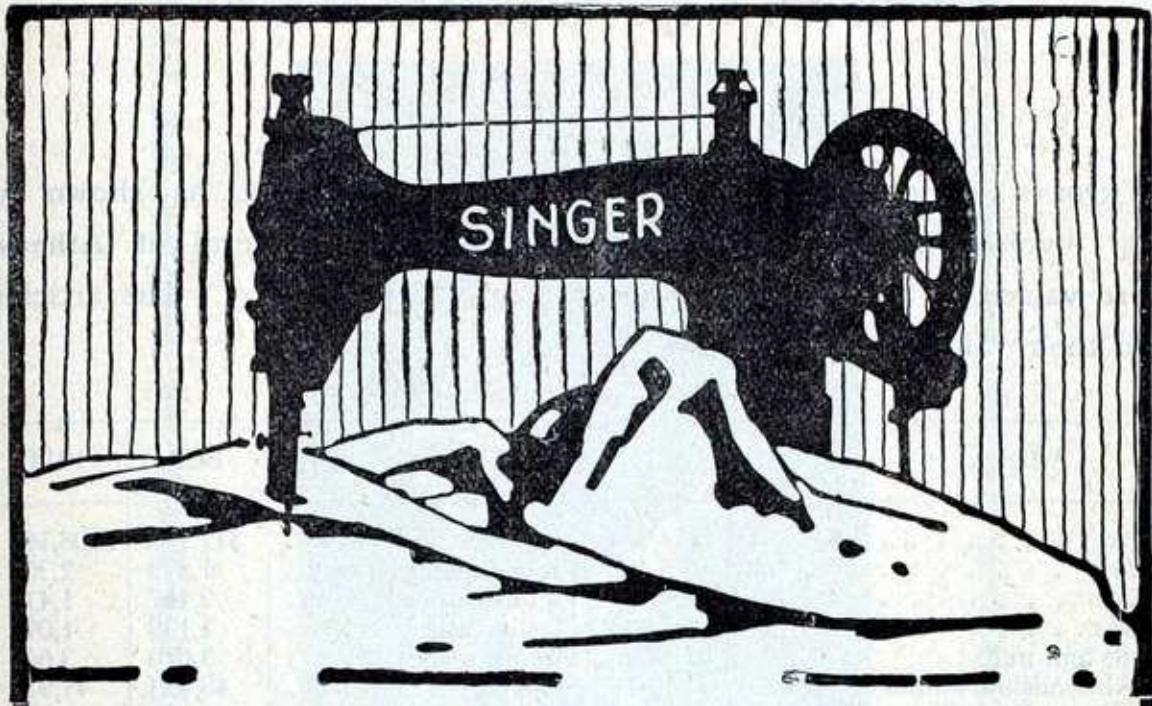
Imperial Ottoman Bank

**Declared Value of Exports from Turkey
to the United States**

Articles	1912 Dollars	1913 Dollars	1914 Dollars	Quantity	Units
Attar of roses	19,791	61,226	— — —	— — —	— — —
Bazaar goods	41,409	140,400	26,082	— — —	— — —
Brandies	3,973	11,160	14,563	— — —	— — —
Brass & Copperwork	7,597	9,183	184	— — —	— — —
Carpets & Rugs	1,953,012	1,499,043	913,817	— — —	— — —
Cheese	24,367	18,084	— — —	— — —	— — —
Cotton lace	598,055	273,222	51,942	— — —	— — —
Chrome ore	83,083	172,053	61,495	7,560	tons
Emery stone	309,780	261,201	279,124	13,287	tons
Fruits (dried) :					
Dates	586,005	722,661	— — —	— — —	— — —
Figs	887,276	824,367	711,737	5,455	tons
Raisins	67,430	96,173	78,909	816	tons
Furs	25,049	5,054	— — —	— — —	— — —
Gluestock	15,890	8,418	7,493	— — —	— — —
Gum :					
Mastic	18,475	11,494	4,256	28,045	1bs.
Tragacanth	96,872	158,579	93,437	212,843	1bs.
Guts	164,420	145,668	180,166	— — —	— — —
Licorice root	1,258,299	655,159	795,415	18,981,750	1bs.
Mohair	337,827	543,321	217,211	663,501	1bs.
Mother of pearl	27,319	19,207	12,334	— — —	— — —
Nuts :					
Almonds	10,817	39,339	17,469	— — —	— — —
Filberts	227,140	167,869	97,207	694,491	1bs.
Gallnuts	— — —	— — —	17,174	160,813	1bs.
Hazelnuts	— — —	— — —	14,482	77,982	1bs.
Pistachios	144,938	209,400	168,169	674,809	1bs.
Walnuts	54,069	147,707	200,474	314,346	1bs.
Olive Oil	115,858	42,441	167,057	— — —	— — —
Opium	2,046,260	1,412,137	2,069,902	449,197	1bs.
Provisions	224,621	192,286	123,216	— — —	— — —
Puer	24,911	20,538	7,900	454,950	1bs.
Rags	6,636	10,350	9,592	1,087,727	1bs.
Rubber (old)	64,790	51,769	18,316	263,757	1bs.
Seeds :					
Alfalfa	1,674	1,794	— — —	— — —	— — —
Canary	117,260	70,770	30,100	623,729	1bs.
Millet	13,040	1,286	446	— — —	— — —
Poppy	26,745	9,130	15,630	352,960	1bs.
Silk	314	1,511	5,384	— — —	— — —
Slippers	26,277	32,410	31,506	108,745	pairs
Skins (goat, sheep, roe and kid)	993,109	1,089,185	740,959	— — —	— — —
Soap	16,848	8,453	9,581	137,293	1bs.
Tahin (crushed sesame)	41,422	24,975	16,865	— — —	— — —
Tobacco	10,010,955	10,707,887	3,554,279	— — —	— — —
Valonea	59,921	124,385	208,884	5,272	tons
Wines and spirits	18,616	7,586	12,748	— — —	— — —
Wool	2,044,442	1,338,696	834,362	4,222,001	1bs.
All other articles*	99,892	97,999	81,274	— — —	— — —
Totals	22,916,484	21,445,576	11,901,141		

1914 figures do not include the returns of the Consulate at Salonika, Greece, nor those of Bassorah, Persian Gulf.

* Including books, butter, cigarette paper, citrons, laurel leaves, meerschaum, olives and pearls.



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Greek Exports to America.

EXPORTS to the United States of America during 1914, as shown by invoices certified at the American Consulate-General at Athens, were valued at \$1,369,142, a gain of \$297,278 over 1913. The articles and their value were as follows:

Articles.	1913	1914	Articles.	1913	1914
Books	\$15,751	\$14,504	Magnesite	\$17,135	\$108,181
Butter	2,560	5,492	Pickles, peppers, etc. .	1,873	2,398
Caviar	7,751	3,135	Pictures, calendars, etc.	2,447	1,411
Cheese	122,727	184,433	Plaster casts	1,130	1,098
Fruits and nuts:			Pumice stone	3,070	3,666
Almonds and walnuts	2,823	1,917	Skins	48,423	41,977
Citrons (in brine)	26,947	8,628	Soap	1,686	234
Mandarins . . . . .	.	1,778	Sponges	35,506	36,695
Olives	26,697	87,924	Tobacco	375,189	307,966
Lemons . . . . .	.	1,345	Vegetables, canned . .	7,939	14,624
Fish, salted	1,772	5,008	Wines and liquors:		
Gum, mastic . . . . .	.	1,017	Beverage spirits . .	82,975	95,871
Household effects . . . . .	.	5,706	Liqueurs, etc. . . .	11,231	12,020
Marbles	42,195	22,969	Wines	11,572	9,768
Oils:			Amylic alcohol . . .	.	3,130
Edible	71,035	135,895	All other articles . . .	15,207	6,664
Machinery	44,561	34,419	Total	1,071,864	1,369,142
Sulphur	37,727	136,208			
Ores:					
Chrome	53,935	73,061			

Consular Agent Sotiris Carapate reports the following exports from the port of Kalamata to the United States in 1914 as compared with 1913.

Articles.	1913	1914	Articles.	1913	1914
Dairy products:			Spirits:		
Butter	\$550	\$25	Brandies	\$8,447	\$9,205
Cheese	17,206	12,131	Wine	472	772
Fish (salted)	1,318	279	Tobacco	4,443	2,207
Fruits and nuts:			Vegetables:		
Currants	39,458	32,819	Beans	1,399	139
Figs	111,223	141,042	Garlics . . . . .	.	355
Olives	5,989	16,790	Melongenas	914	2,022
Walnuts (shelled) . . . . .	.	1,407	Onions . . . . .	.	147
Skins (sheep, goats, dry) . . . . .	.	474	Peppers	195	174
Jelly	15,962	14,891	All other	206	625
Olive oil	125,757	187,706	Total	333,539	423,210



His Excellency STEPHAN PANARETOFF, Bulgarian Minister to America.

A Survey of the Commercial and Industrial Development of the Bulgarian Kingdom.

IT affords us great pleasure to quote from an address delivered at the Convention of the American Manufacturers Export Association in New York by His Excellency Stephan Panarettoff, Minister of Bulgaria to the United States. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT is greatly indebted to Mr. Panarettoff for the kind and active interest he has repeatedly manifested in the promotion of the Chamber's work, and we feel certain that our members will be interested to hear what our eminent friend had to say about the economical development of his fatherland:

At the time Bulgaria was launched as a principality its resources, both in men conversant with the administration of a State and its material assets, were very limited. Agriculture, the principal occupation of the people, was carried on in the most primitive way; commerce was mostly

local or internal. No banking establishments, no savings banks, no industrial enterprises, hardly any railways, no harbors—nothing which really makes for the prosperity and uplift of a country existed.

Railway Mileage—Principal Ports.

Up to 1888 there were in the whole of Bulgaria, with an area of 36,765 square miles, only three railway lines in operation, covering 236 miles in all. Now the railway mileage is 1,486, while lines in process of construction or which have been already surveyed and are to be built will cover 1,048 miles, making in all 2,534 miles of railways.

The two chief Bulgarian ports on the Black Sea are Varna and Burgas, and both of them 35 years ago were open roadsteads, unsafe and unfit for shipping; now they are well-built harbors provided with all the necessary accommodations for loading and unloading vessels. The improvement of the two ports has had for a consequence the increase of their imports and exports, as, for example, Burgas, which in 1903 had imports and exports of 50,000 tons; in 1911 they had risen to 389,256 tons. For the same years Varna's imports and exports were 217,000 and 467,000 tons, respectively.

Industrial Development.

In regard to industrial development, Bulgaria, which at the time of its political emancipation had only about 10 industrial establishments, now has 371. Among these are 5 sugar factories, several cloth factories, chemical, textile, paper, metallic factories, etc. The mining industry has steadily developed, as is shown by the fact that from 1892 to 1911, 2,221 permits for mine prospecting had been granted by the Government. Coal mines have been discovered and are being worked, one of them calculated to contain 30,000,000 tons of coal, and which during the first 11 months of 1914 yielded an output of 346,226 tons of coal valued at \$ 830,595.

Agriculture the Principal Occupation.

Agriculture which, as stated, is the chief occupation of the people of Bulgaria and 35 years ago was carried on in a very primitive manner, has also received a great impetus since then. The whole area of the country is estimated to be 24,000,000 acres, of which 9,000,000 are arable fields. The old wooden ploughs, that could just scratch the surface of the ground, have been replaced by modern implements; the tedious and slow process by manual labor of reaping, thrashing, and winnowing have been superseded by the more expeditious and efficient machines. The following statistics of the rapid increase of agricultural implements in one of the districts of Bulgaria show how ready the Bulgarian farmer is to adopt new methods of land cultivation. In 1911 there

were in this district 2,431 fore-wheel ploughs, in 1914 there were 5,899; in 1911, reaping machines, 60; in 1914, 226; in 1911, winnowing machines, 5,999; in 1914, 8,443; in 1911, thrashing machines, 158; in 1914, 649. I need not dwell upon the cultivation of tobacco, the production of silk or cocoons (1,476 tons in 1911), apiculture, or raising of bees. The latter especially has greatly advanced as is shown by the fact that the 149 dividing hives existing in 1893 increased to 25,963 in 1910.

Increase in Foreign Trade.

The same steady and wonderful development and advance is noticeable in the commerce of Bulgaria. In 1887 the foreign commerce of Bulgaria showed imports of \$12,948,296 and exports of \$9,149,449. In 1911 imports stood at almost \$40,000,000 and exports at almost \$37,000,000. According to most recent statistics to hand for last year (1914), the imports from January 1 to the end of April were valued at \$20,847,413, and exports at \$15,174,480. This shows a marked increase over imports and exports during the same period in 1913, and it is calculated that had the year 1914 been a normal one the commerce of Bulgaria would have doubled; while the statistics for 1887 and 1911 show that within a period of 25 years imports were trebled and exports quadrupled.

Trade Opportunities.

Now, what are the American trade opportunities in Bulgaria? Basing the conclusions upon the progress hitherto made by Bulgaria and upon information supplied by people of wide and varied commercial and financial experience, I do not hesitate to draw the attention of American business men to Bulgaria as a promising and remunerative field for American commercial and financial activities in the future. It is a small country, with an area of 43,629 square miles (including the recently acquired territory), and a population of over 5,000,000, but it is a growing country, animated by the desire to develop its resources and expand its activities in the direction of steady, diligent, and peaceful progress. Although the country in 1912-13 had to go through a war of 10 months, that must have been a severe strain on its material resources, the economical strength of the nation is almost unbroken. A foreigner connected with one of the principal banks in Sofia, the capital of Bulgaria, in speaking of the existing commercial and financial conditions of the country after the war, said:

The desire of the Bulgarian merchant to uplift his country is often stronger than that for personal gain. But the fact that after a short space of six weeks since the demobilization, payments of deferred debts, and large debts which have accumulated in the meantime, are being made, and this in the face of the same general condition in the Balkans, must be considered a record for the Bulgarian merchant. Indefatigably he starts in, pays promptly, and often adds a large percentage to the amounts in arrears.

In the development of various industries, mining operations, and railway extention a great deal more could be done if the necessary capital were forthcoming. Bulgaria does not boast of great capitalists, and in order to draw foreign capital its Government is always ready to grant concessions for various enterprises on just and reasonable terms. Recently, in granting a concession for a railway line to the *Ægean Sea* and the construction of harbors there, it guaranteed 10 per cent profit on the capital. Agricultural implements, machinery of various kinds, wood and its by-products, boots and shoes, and many other kinds of goods can find in Bulgaria a good market.

To ascertain precisely what is needed and in what proportion must be a matter of special study and investigation on the spot. To obtain the necessary information special agents or representatives should be sent to see the need and conditions existing in the country. They must also acquaint the people with the products of the United States, show them the advantages over similar products of other countries, and I do not hesitate to voice the opinion expressed at the Fifth Annual Convention of the American Manufacturers' Export Association last October that "when it comes to real salesmanship, the art of dealing personally with the buyer, a first-class American salesman, trained as he is trained in the best establishments, is the best salesman in the world."

Need of Shipping Facilities with United States.

Considering the great distance that separates Bulgaria from the United States it is essential for the regular and progressive development of commercial relations between the two countries to have easy and rapid communications. To further this end, it is of prime importance to establish a regular steamer service between the Bulgarian port of Dedeagatch, on the *Ægean Sea*, and New York, and occasional services might be maintained even to the two Bulgarian ports, Burgas and Varna, on the Black sea.

Granting of Credits.

In the last place, I would recommend that in the beginning, at any rate, a fair and reasonable amount of credit should be given to solid and well-tried Bulgarian commercial firms against proper guarantees. I have already quoted the opinion of a foreign banker concerning the honesty and good faith of the Bulgarian merchant. I am sure that this opinion will be indorsed by every one who has had commercial dealings with Bulgaria. It is this custom or method of giving discreetly credit to merchants who do not possess large capital at their command, but are good enough and honest enough to stand by their obligations, that has helped German and other firms to get hold of the Bulgarian market. The po-

licy of "cash down" may be sound and safe, but you have to adapt your methods to the customs and conditions of the people you are dealing with, until you gradually educate them and bring them up to the level of your thinking and methods of doing business.

[According to United States customs statistics, the value of the exports from the United States to Bulgaria during the fiscal year ended June 30, 1914, was \$326,734, compared with \$103,719 for the preceding year. As shown in the table below, there was a general advance in the exports:

Articles.	1913		1914	
	Quantity.	Value.	Quantity.	Value.
Agricultural implements and parts of:				
Mowers and reapers	• • • •	\$15,148	• • • •	\$31,655
Planters and seeders	• • • •	6,240	• • • •	• • • •
Plows and cultivators	• • • •	1,816	• • • •	3,510
Thrashers	• • • •	3,803	• • • •	73,924
All other	• • • •	438	• • • •	27,974
Automobiles:				
Commercial number	2	1,528	• • • •	• • • •
Passenger do	17	11,457	43	21,679
Cotton cloth yards	31,255	1,894	• • • •	• • • •
Glucose pounds	300,201	8,034	474,882	12,214
India-rubber shoes pairs	14,550	8,757	• • • •	• • • •
Stationary gasoline engines number	26	2,481	55	6,599
Traction gasoline engines do	1	6,650	8	9,433
Pipes and fittings pounds	11,798	295	378,500	7,067
Tools	• • • •	839	• • • •	2,300
Metal working machinery	• • • •	13	• • • •	8,173
Mining machinery	• • • •	• • • •	• • • •	6,929
Pumps and pumping machinery	• • • •	299	• • • •	3,602
Sewing machinery	• • • •	• • • •	• • • •	5,164
Typewriting machines	• • • •	979	• • • •	4,720
Barbed wire pounds	22,600	441	134,858	4,125
Glazed kid square feet	15,136	3,280	25,319	5,859
Leather boots and shoes for men pairs	445	1,291	557	1,644
Pianos number	5	1,000	23	3,190
Lubricating oil gallons	65,098	9,790	139,329	18,644
Cottonseed oil pounds	123,631	8,065	361,461	27,418
Wood, manufactures of:				
Furniture	• • • •	259	• • • •	4,854
All other	• • • •	531	• • • •	13,248
All other articles	• • • •	8,391	• • • •	22,807
Total	• • • •	103,719	• • • •	326,734

The value of the exports to the United States [from Bulgaria during the year ended June 30, 1914, according to invoices certified at the consulate general at Sofia, was \$161,975, made up as follows: Attar of roses, \$95,647; carpets, \$24,123; dry goatskins, \$23,873; tobacco in leaves, \$12,019, old rubber shoes, \$4,690; furniture, \$1,400; horsehair, \$138; and books, \$85.]



Bulgarian Girls gathering in the Rose Harvest.

Bulgarian Rose Industry.

ALTHOUGH tobacco growing is at present occupying the main attention of the Bulgarian Department of Agriculture owing to its importance in the new provinces, the Rose Culture will always remain the industry which the Bulgarian people look upon as peculiarly their own, regarding it with a tender affection. And one can well understand the love and pride they cherish when passing Kazanlik, enjoying the view of the thousands of rose bushes on a lovely plain at the foot of a bold spur of the Balkans, a sight never to be forgotten. The flowers in full bloom in all their profuse variety of tints from cream color to dark red, the atmosphere fragrant with the exquisite scent, and Bulgarian girls in their picturesque costumes gathering in the harvest and bringing home the leaves, every act testifying to the devoted care with which they handle the roses; and when the essential oil is extracted the delightful perfume of the rosewater easily explains the loving pride the Bulgarians take in their Attar of Rose Industry.

The descriptions of extensive rose gardens in the Balkan Peninsula given by Herodot have no connection with the modern cultivation, as it was not until the middle of the 19th century that we first hear of rose

culture in the Kazanlyk districts. However, the technical terms still in common usage permit the conclusion of its oriental origin. The Turks apparently brought the industry from Persia and Egypt. Soil and climate proved so favorable to rose culture that it rapidly spread over the districts of Kalover, Karlowo, Klissura, soon followed by Petchera until it extended as far as the north slope of the Rhodope and Balkan mountains, including the Struma regions.

Among the different varieties of roses which lend themselves to the attar industry the Damascus rose (*rosa Damascena*) proved to be eminently the one yielding the most abundant harvest, and though the white or Muscat rose is still grown in Bulgaria its further cultivation was discouraged at the Rose Oil Convention at Philippopolis in 1905, the present center of this industry, as the attar of the "rosa muscate" is of inferior quality.

The rose bushes thrive best in a mild climate, protected from the north winds, on light clay soil mixed with sand and lime, in a height of 300—500 meters above the sea, though it is possible to obtain very satisfactory results in even higher regions, as at Koprisschitzta which is 1000 m. above the sea level. It is a curious phenomenon that the roses grown on slopes usually contain 50% more oil than those of the plains. October and November is the planting season of the one to two year old sprouts. In May the bushes are about 60 cm. high and carry a few blossoms, while in the following year they yield a fair crop, which increases steadily during the first five years. Harvesting time begins in the end of May or first half of June, according to the climate, and lasts about a month. Occasionally the bushes yield a second crop in November. The flowers are cut in the early morning, when their scent is strongest and the leaves are then brought to cool storage places where they are spread out and sprinkled with water.

According to statistics furnished us by the Bulgarian Chamber of Commerce at Philippopolis, the average crop of rose leaves per hectare amounts to 1500-1600 kgs. Normally 12-14 kgs. yield approximately 1 Muskal (1 Muskal = 5 grammes) of attar. If we accept as wholesale market price 8-10 frcs. per muscal (quoted before the war, now much higher) the average revenue derived from one hectare will amount to 800-1000 frcs. As the demand for attar of roses is steadily increasing the value of the rose gardens is rising correspondingly and while in the nineties the "dekar" could be purchased at a price of 100-150 frcs., 500 frcs. is now considered very reasonable.

In order to secure a high yield of attar the leaves are distilled soon after the harvest as the oil is very volatile. Though small plants are still in vogue, distilling factories with modern machinery equipment are gradually replacing the old primitive methods. The main centers of the industry are Kozanlik, Korlovo, Philippopolis, Tchirpan and Stara Zagora.



A Rose Oil Distilling Plant.

The following statistics may illustrate the striking development of the attar of rose industry in Bulgaria:

Districts	Distilleries			Acreage in Decares cultivated			Production of Attar of Rose in Muskals		
	1912	1913	1914	1912	1913	1914	1912	1913	1914
Korlovo	649	706	718	31,896.8	32,177.4	32,163.9	171,204.5	220,338	289,157
Kazanlik	1,253	1,131	1,181	27,760.1	27,746.6	26,111.8	127,927.-	156,020	199,500
Plovdiv (Philippople)	193	160	201	9,499.3	10,037.4	9,508.1	53,750.5	73,768	86,810
Tchirpan	173	167	208	5,523.3	6,221.7	7,222.7	30,631.5	45,885	71,004
St. Zagora	129	121	144	3,025.7	3,439.1	3,817.7	25,606.-	42,679	48,675
Nova Zagora	90	83	93	2,385.4	2,592.5	2,263.8	15,982.5	17,301	22,994
Pechtera	38	57	22	2,028.2	1,431.4	1,760.9	9,912.-	17,541	18,012
Tatar Bazardjik . . .	8	9	9	73.2	58.5	80.4	536.-	564	703
Panaguritché	10	9	8	450.-	506.6	530.-	2,870.-	4,500	1,675
Sevlievo	4	4	4	29.6	23.7	23.-	125.-	72	121
Total	2,547	2,447	2,588	82,671.6	84,234.9	83,482.-	438,545.-	578,668	748,651

One Muskal = Five Grammes.

Those of our friends who had occasion to visit the World Exhibition in Liège in 1905 will remember the beautiful monumental rose oil fountain in the Bulgarian pavilion, a fitting testimonial to the high perfection and efficiency which the Bulgarians have attained in their rose cultivation. It would greatly serve the interests of both parties if business men in the United States would take active steps to supply their home demand for Attar of roses by way of direct commercial relations with the Bulgarian Kingdom.

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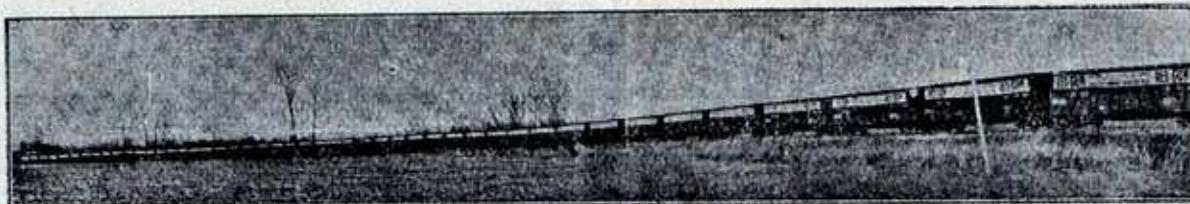
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A train of red gum belonging to the Lamb-Fish Lumber Co. (see advertisement)

American Lumber.

IN trade circles in the United States, the feeling is prevalent that the extensive destruction of property abroad in the war zone will lead to large lumber requirements from the United States for rebuilding purposes. According to the "New York Lumber Trade Journal", this foreign demand is already in evidence in America (as also in Norway, Sweden and Canada).

In this connection, it is of interest to note that there were in 1913 in the United States 21,000 saw mills reporting a total production of 38,387,009,000 feet. The following table shows the amount of each kind of lumber included in the year's production compared with production in 1912 and 1911.

Kind of Wood.	Quantity (M feet b. m.)			Kind of Wood.	Quantity (M feet b. m.)		
	1913	1912	1911		1913	1912	1911
Yellow Pine . . .	14,839,363	14,737,052	12,896,706	Beech	365,501	435,250	403,881
Douglas Fir . . .	5,556,096	5,175,123	5,054,243	Cedar	358,444	329,000	374,925
Oak	3,211,718	3,318,952	3,098,444	Basswood	257,102	296,717	304,621
White Pine . . .	2,568,636	3,138,227	3,230,584	Elm	214,532	262,141	236,108
Hemlock	2,319,982	2,426,554	2,555,308	Cottonwood . . .	208,938	227,477	198,629
Western Pine . .	1,258,528	1,219,444	1,330,700	Ash	207,816	234,548	214,398
Cypress	1,097,247	997,227	981,527	Hickory	162,980	278,757	240,217
Spruce	1,046,816	1,238,600	1,261,728	Sugar Pine . . .	149,926	132,416	117,987
Maple	901,487	1,020,864	951,667	Tupelo	120,420	122,545	98,142
Red Gum	772,514	694,260	582,967	Balsam Fir . . .	93,752	84,261	83,375
Yellow Poplar . .	620,176	623,289	659,475	White Fir	88,109	122,613	124,307
Redwood	510,271	496,796	489,768	Walnut	40,565	43,083	38,293
Chestnut	505,802	554,230	529,022	Sycamore	30,804	49,468	42,836
Larch	395,273	407,064	368,216	Lodgepole Pine .	20,106	22,039	33,014
Birch	378,739	388,272	432,571	Minor species . .	85,366	82,145	69,548
	Total . . .	38,387,009	39,158,414		37,003,207		

As regards the exports of American lumber into the Levant, it has hitherto been light except in the matter of red gum (satin walnut) bound for Egypt.

American pitch pine has found its way into the Levant. During the fiscal year ending June 30th, 1913, some \$50,509 worth of American pitch pine was exported from the United States direct to Turkey-in-Asia. Other lots of such lumber, sometimes used in shipbuilding, reach these markets via Marseilles.

Slight quantities of yellow pine, oak, box shooks and staves, doors,



tisement, page 36) on the way to New Orleans for export to Europe.

sash and blinds, are being imported from America to Greece and Turkey each year.

But, as far as the Levant is concerned, it is Egypt only that cuts any figure as yet in the American lumber trade. Egypt imported from America red gum to the amount of \$25,756 in the fiscal year ending June 30th, 1914, and yellow pitch pine, during the corresponding period, to the amount of \$223,366. Red gum is used in Egypt largely for furniture and house furnishing; it goes abroad under the name of satin walnut. Yellow pine is used in general building and construction work. Both of these woods are of Southern origin and find their most advantageous export outlet at New Orleans and Norfolk. They often come to Egypt in chartered sailing or tramp steam vessels.

Lumber in Turkey. In view of the ravages of war in Austria which will prevent that country for at least two years after the conclusion of peace from meeting any demands from the outside, Scandinavia and America will henceforth be the principal markets from which lumber dealers in Turkey will draw their supplies. Sweden and Norway will be kept busy furnishing increased requirements from France and Belgium, and America will be largely depended upon to satisfy Mediterranean needs.

At present some \$75,000 worth of manufactures of wood are imported from America to Turkey in a year. This includes furniture. According to the latest available Turkish customs returns, i.e. those for the year ending March 14th, 1912, Turkey imports, in a year, the following values of lumber and manufactures of wood:

	1911	1912
Barrels, empty	\$ 111,514	\$ 108,107
Building materials	" 2,887,748	" 3,463,462
Furniture of all sorts	" 355,160	" 334,173
Manufactures, fine wood	" 210,750	" 342,998
Manufactures, common	" 249,660	" 366,118
Matches of all sorts	" 1,024,184	" 922,198
All other lumber	" 418,493	" 415,936
Total	\$ 5,257,509	\$ 5,952,292

Oregon pine has a good reputation in Turkey, and its introduction is greatly facilitated by the Panama Canal.

Le Ciment Armé résoud des Problèmes d'Architecture.

Tous les rapports des propriétaires d'usines des ciment armé prouvent que notre siècle est vraiment celui du ciment armé.

Le ciment armé résoud chaque année de nouveaux problèmes d'architecture. Il garantit les constructions de l'incendie, de la vermine et il a l'avantage d'être hygiénique en même temps qu'artistique. Il aide à avoir du lait garanti pour les bébés, il augmente la quantité d'œufs frais pour les fermiers, il fournit de solides fondations pour les gratte ciels, il chasse la malaria des pays marécageux, il amène l'eau dans les déserts, il jette des ponts, il contrôle le cours des grandes eaux, il retient même l'Océan, il fournit de bonnes routes partout et à tout le monde. Son pouvoir utilitaire est illimité. Tous les jours de nouveaux systèmes permettent au ciment armé de rendre de grands services à l'humanité.

La Nouvelle Orléans livre en ce moment un rude combat à la peste bubonique. La victoire est prochaine, elle sera dûe à la destruction des rats, et surtout à celle de leurs centres de reproduction, résultats qui seront obtenus en bouchant avec du ciment armé les trous des maisons, des murs et des égouts. Le ciment armé est aussi employé à améliorer le système des égouts dans cette ville du Sud où l'on mène actuellement une grande campagne sanitaire. Des centaines de vieux planchers malsains ont été remplacés par des planchers en ciment armé sur lesquels le plus insidieux des bacilles n'ont guère chance de vivre.

Drainage.

C'est sur le fleuve de la Nouvelle Orléans que l'on est en ce moment en train d'installer la plus grande pompe de drainage du monde. Les fondations en ciment armé auront une surface de 248 pieds de longueur, 45 pieds de largeur et 7 pieds de profondeur. Des piles ont été construites à une profondeur de 60 pieds au dessous du niveau du "bayou" qu'elle traverse. Le fond du barrage est à 25 pieds au dessous, et sa surface en ciment armé est renforcée par un solide revêtement de fer, car elle doit supporter quatre des plus grandes pompes qui aient jamais été construites dans le monde. Elles auront une capacité d'un million de gallons à la minute. L'installation drainera et ramènera à peu près 50,000 acres de riches terres d'agriculture.

Dans le monde entier les milliers d'acres de terres côtières annuellement balayées par la mer montrent la nécessité de protéger les côtes. Outre la perte de terrain, les vagues quelques fois par de fortes tempêtes

causent de grands dommages aux constructions et aux embellissements de la côte. Le ciment armé offre une garantie contre ces deux pertes de terrain. On a récemment projeté de construire un solide mur en ciment armé le long de la côte de la Californie du sud; si on met ce projet en exécution la côte sera vraiment bien protégée. Il y aura une large esplanade parallèle à la mer. Des marches au bout de toutes les rues aboutissant à la plage faciliteront l'accès à la mer et des ornements électriques les éclaireront avec goûts.

Un mur analogue construit pour protéger la côte de Revere près de Boston a déjà fait preuve de solidité. La côte de Galveston, Texas, comprise dans les travaux de construction après le grand désastre de 1900, n'aurait pas pu être reconstruite sans l'emploi du ciment armé.

Le Ciment Armé pour la Construction des Terrasses.

Dans certains pays les propriétaires fonciers se servent du ciment armé pour terrasser les versants des collines et en faire ainsi des lieux de villégiature de rapport. Dans la Californie du Sud les plus pittoresques villégiatures sont situées sur de hautes collines. Elles sont d'un accès facile parceque les rues qui y mènent ont une pente douce, elles sont faites en excavant le versant de la colline et en y jetant des solides fonde-

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ments en ciment armé. Cet emploi du ciment armé augmente par millions de Dollars la valeur des terrains du pays. Bellefontaine, Ohio, la première ville du pays qui ait employé le ciment armé pour le pavage moderne, fournit une preuve évidente de la solidité et de la durée des routes et des rues construites en ciment armé. Le pavage de quatre rues autour du Palais de Justice de cette ville pavées en 1893—1894, est encore en excellent état et durera probablement encore plusieurs années. D'après des méticuleux rapports, depuis la pose de ce pavé les frais de réparations se sont élevés à moins de 5 cents par yard carrée, ce qui fait une moyenne annuelle de moins de trois millièmes de Dollars.

Parmi les divers perfectionnements du ciment armé se rangent les traverses pour chemins de fer et les poteaux télégraphiques. Le ciment armé est sans doute appelé à remplacer le bois pour ces deux besoins. La supériorité des poteaux télégraphiques en ciment armé a été reconnue l'année dernière après la tempête de neige qui s'est abattue sur New York. Les poteaux en bois furent brisés comme des roseaux tandis que les poteaux en ciment armé résistèrent à la fureur de la tempête, malgré que plusieurs de leurs traverses en bois furent arrachées.

La Compagnie des Chemins de Fer de Pennsylvanie a maintenant une section de cinq milles pourvue de poteaux télégraphiques en ciment armé. Chaque poteau porte 60 fils télégraphiques, 40 paires de cordes téléphoniques et un cable pour les signaux. Le poids de ces fils est de 1,268 livres pour chaque poteau avec une portée moyenne de 120 pieds. Il a été prouvé que chaque poteau peut supporter un poids extra d'un demi pouce de glace sur chaque fil et une pression de vent de 8 livres pour les fils et de 13 livres pour le poteau, un total s'élevant à 7,600 livres. Le prix de chaque poteau avec la pose est plus élevé que celui des poteaux en bois, mais on croit que leur solidité et leur durée compensera cette dépense initiale.

Le Ministère de l'Agriculture préconise continuellement l'emploi du ciment armé dans les fermes. On le recommande pour les planchers des étables, des porcheries et des poulaillers et il est surtout recommandé pour les granges et les greniers parce qu'il est inaccessible aux rats. Il est supérieur au bois pour tout ce qui est des laiteries et du revêtement des citernes et des puits. Il n'a pas son pareil pour la construction des silos et des fosses. Il doit être employé pour les mangeoirs et les abreuvoirs grâce à la grande facilité qu'il offre au nettoyage. L'emploi du ciment armé est simple, un simple ouvrier avec des outils convenables et un peu de surveillance, peut construire beaucoup de choses nécessaires dans une ferme telles que, des haies, des poteaux pour attacher les bestiaux, des sièges de jardin, et une foule d'autres accessoires pour une ferme.

Les architectes trouvent dans le ciment armé toutes sortes de facilités pour exécuter les plans les plus originaux. La construction la plus ori-

ginale a été celle de l'énorme escalier tournant du Musé de Southwest à Los Angeles. Du haut en bas et du bas en haut il semble être une coquille d'escargo. L'escalier comprend 160 marches construites entièrement en ciment armé et bordées d'une lourde balustrade également en ciment armé. Il est renfermé dans une cage d'escalier qui est elle même construite en ciment armé. On considère cet escalier comme étant, dans le monde entier, le plus beau travail en ciment armé.

L'Usage du Ciment Armé pour les Maisons d'Habitation.

De jour en jour on emploie davantage le ciment armé pour les maisons d'habitation. Dans beaucoup de pays il est moins coûteux que le bois et il a toujours le grand avantage d'être sain et de garantir les constructions contre l'incendie. Les cheminées en ciment armé sont le trait caractéristique de ce genre de constructions. Il a été prouvé que les trois quarts des incendies dans les maisons privées sont dûs à la construction défectueuse des cheminées. Les cheminées en ciment armé présentent un ensemble monolithique, elles sont coulées dans des moules et une fois refroidies elles forment un solide bloc de pierre sans fissures, ni jointures à travers lesquelles des étincelles, de la fumée ou des flammèches pourraient être en contact avec les boiseries adjacentes. Comme

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la cheminée doit être plus large dans le bas que dans le haut on peut l'agrémenter en y construisant des petites étagères pour poser des bibelots, des vases de fleurs et des "bungalow" nouveau genre.

L'incendie d'Edison.

Le dernier incendie de West Orange, New Jersey, a servi à démontrer les avantages du ciment armé sur les autres matériaux de construction pour les ateliers et les laboratoires. Le feu s'est déclaré dans le laboratoire des films, qui était rempli de celluloid, matière très inflammable et qui brûle en dégageant beaucoup de chaleur. L'incendie d'Edison éclaira un rayon d'à peu près 50 milles. La nature du combustible rendait l'eau toute à fait inutile et la chaleur était si intense que les pompiers ne pouvaient approcher pour apporter du secours. Après l'incendie l'immense construction en ciment armé resta debout complètement dépouillée de tout ce qui était en bois. Tous les planchers en bois avaient brûlé mais pas une seule dalle en ciment armé n'avait bougé. Deux colonnes seulement céderent. Ces deux colonnes servaient de support aux fenêtres du magasin rempli de feuilles de cire molle pour disques de graphophones, placées alternativement sur des feuilles de carton gauffré. Tout cela brûla en dégageant une chaleur intense et en envoyant des heures durant une flamme horizontale sur ces colonnes. Les colonnes s'affaissèrent à cause de l'inégalité de la distension de l'acier qui fit céder le ciment armé, si ces colonnes n'avaient pas été renforcées avec de l'acier le ciment armé, aurait parfaitement résisté à la chaleur. Deux ingénieurs représentant différents intérêts estimèrent à 10 % les dommages qu'avait subi le ciment armé. Monsieur Edison mit tout de suite des ouvriers à l'œuvre pour la reconstruction de l'édifice. Il dit: "Ceci vient d'être une nouvelle expérience. La grande leçon de cet incendie a été de faire ressortir la valeur des constructions en ciment armé." Certains matériaux et l'intérieur ont été brûlé mais la construction elle même reste intacte prête à être réparée et remise en état.

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Turkish Rugs.

IT is a well known fact that American importers of Oriental rugs and carpets have not heretofore devoted as much attention to Turkish products in these lines as to the products of other Oriental countries, notably Persia. Nevertheless the United States does rank second, although a poor second, as a purchaser of Turkish rugs and carpets, being surpassed only by Great Britain, to which country practically fifty per cent of the Turkish exports find their way.

It should be a matter of interest to the American trade to learn that the rug and carpet industry of Turkey is important, Turkey ranking second only to Persia in its output of these products, and some of the Turkish weaves being superior and more highly prized than those of any other country of the Orient. Furthermore this industry is one in the development of which the Turks themselves have of late years shown an interest, and as far back as the latter part of the reign of Abdul Hamid a school and weaving plant was established at Héréké on the shore of the Sea of Marmara where girls were instructed and employed in the making of reproductions of the finest specimens of antique rugs.

The industry is confined almost exclusively to Asia Minor and in many of the centers, there has been a tendency of recent years for the

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control to pass into the hands of agents of foreign buyers who employ the weavers to turn out those goods which are in demand among the trade. This is true, however, only in the case of the larger cities. In the smaller villages and among the nomad tribes, the weavers will not deviate from their own particular patterns and are not affected by Occidental influence.

At the present time technical information as to the various weaves of rugs produced in the different cities and villages of Asia Minor is not obtainable. The following table, however, shows the estimated value of the output for the more important centers in a normal year:

Caesarea	\$352,000	Coula	\$ 132,000
Oushag	\$264,000	Kutahia	\$ 132,000
Dimirdji	\$264,000	Pergamus	\$ 66,000
Ghiorduim	\$176,000	Smaller villages & Nomad	
Sivas	\$154,000	tribes	\$ 871,200
Isparta	\$154,000	TOTAL . . .	\$2,565,200

These goods are exported to foreign countries as follows:

England	\$1,210,000	Austria	\$ 118,000
United States	\$ 418,000	Scandinavian Countries .	\$ 44,000
France	\$ 264,000	All other countries . . .	\$ 290,200
Germany	\$ 220,000	TOTAL . . .	\$2,565,200

As mentioned above, and as indicated by the foregoing tables, the United States ranks second as an importer of Turkish rugs, but the amount of her imports is comparatively small. The prospects for the Turkish rug and carpet industry are especially bright however and there is every reason to believe that Turkey will soon outstrip all other Oriental countries in the production of these articles. The principal reasons for this are her greater accessibility to the Western markets and her superior facilities for interior transportation. Naturally as the demand for Oriental rugs and carpets in the United States and in other western countries increases, dealers in these countries will turn to the nearest and most accessible country where these rugs and carpets are produced.

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**Les Chantiers Maritimes
Américains sont affairés.**

Les comptes rendus officiels nous apprennent que les chantiers maritimes américains livrent 175 bateaux par mois. Cette activité sans précédent est certainement dûe à l'augmentation des demandes adressées à l'industrie et à la fabrication américaines et à la grande diminution du tonnage international depuis la déclaration de la guerre Européenne. Les hostilités qui durent depuis dix mois ont détruit à peu près 2 % du tonnage des bateaux marchands. Jusqu'au 30 Juin 1915, 511 bateaux jaugeant 915,457 tonnes ont été détruits. En plus des navires construits dans les chantiers

américains, les Etats Unis acquièrent de l'extension dans la navigation grâce à l'apparition de la nouvelle loi d'Août 1914 sur l'enregistrement des bateaux. Par cette loi, jusqu'au 13 Juin 1915, 148 navires construits à l'étranger ont été appelé à battre pavillon américain.

Œufs pour l'Amérique.

En 1914, 3,600,000 de douzaines d'œufs ont été embarqués à Shanghai, Chine, pour les Etats Américains qui sont sur la côte de l'Océan Pacifique. Ils étaient évalués à 540,000 Dollars, ce qui fait 15 c. la douzaine. On devrait créer un commerce analogue dans le Levant.

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L'Exportation de l'Huile de Coton.

D'après les estimations faites par le gouvernement, l'exportation de l'huile de coton aux Etats Unis s'est élevée pour le mois de Mai à 80,775 lbs comparés à 114,138 lbs en Avril, 73,680 lbs en Mars, 33,616 lbs en Mai 1914. L'exportation pour l'année finissant en Juin est estimée à 701,491 lbs d'huile de coton, comparés à 430,260 lbs exportés un an auparavant.

L'Exportation de l'Oléomargarine.

L'exportation de l'oléomargarine a augmenté aux Etats Unis et cela est dû à la plus grande quantité de demandes adressées par les pays étrangers et aussi à la diminution de la production étrangère, deux motifs qui ont la guerre pour cause. Cette augmentation est démontrée par les chiffres d'exportation. Pour la période de six mois terminée en Avril 1915, notre exportation d'oléomargarine a atteint un total de 3,895,949 lbs comparés à 2,170,370 lbs pour la même période un an

auparavant. L'exportation du mois de Mars seul a été de 1,342,333 lbs contre 221,600 lbs pour le mois de Mars de l'année passée. L'exportation du mois d'Avril a été de 688,436 lbs comparés à 152,425 lbs exportés le même mois un an auparavant. Cela indique que l'on a fait de grands chargements d'oleomargarine pour l'étranger surtout durant ces derniers mois.

No War Material.

The American Line has again announced that its United States mail steamers plying regularly between New York and Liverpool have not been carrying, and will not carry, ammunition, munitions of war, or articles destined for the use of the armed forces, or of any government department of a belligerent state, or articles consigned to the authorities of a belligerent state. It is explained that the steamships of the line are carrying all kinds of general traffic which they carried prior to the war and which are generally shipped during normal trade conditions.

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After the War is over.

WHEN the pending conflict shall have ceased, the United States of America, as the chief neutral nation, will have the opportunity of ministering, in a large measure, to the commercial and financial wants of the late belligerents. America was not responsible for the war, and, whatever the results of it may be, the United States can face them serenely.

It is more than likely that the late belligerents for a time after the termination of the war, will find their manufacturing plants and their labor market disorganized, and that it will require a period of reconstruction and adjustment before they can supply the needs of foreign markets as before the war. Owing to the ravages of war and the necessity of home improvements and reorganization, increased taxation will be resorted to by the European governments, and interest rates will probably be high because capital will be scarce. It will be more difficult for the late belligerent nations to lend money abroad and extend credit to foreign merchants.

Under the circumstances, it is widely believed in this section that for some time after the war there will be a general disposition out here to seek in America an outlet for the products of the Near East as well as a market from which to draw the principal articles needed by the peoples of the Levant and the Balkans.

As soon as the war clouds roll away, and business is resumed, we may confidently expect the re-establishment of some steamship service such as that initiated by the HAMBURG-AMERIKA LINE. It will cover not only the ports of the Aegean and the Black Sea but also Egypt and the Syrian coast. There will be vessels enough when commerce imperatively needs them. A recent letter from the AMERICA-LEVANT LINE says that "the AMERICA-LEVANT LINE will continue its service to the Levant ports as soon as conditions (the war) will allow, and will increase its service as the support it receives warrants it in doing so." Messrs. BARBER & Co. of New York who have been sending vessels into the Mediterranean for many years, write that "we have loaded several steamers for Italy, Greece, and Salonika, during the present hostilities, but they have taken special cargoes and there has nothing yet materialized that would induce us to put on a regular service. We are, however, watching the movement of freight very carefully and you may rely upon it that we will avail ourselves of any opportunity that occurs." These letters were received by the American Consulate General in Constantinople in reply to inquiries by it.

While the war is still continuing, it would seem to be extremely advisable that exporters and importers in these parts should perfect their connections in America and be ready in every way to do business when peace comes.

“Let Us Smile”

The thing that goes the farthest toward making life worth while,

That costs the least and does the most, is just a gentle smile.

The smile that bubbles from a heart that loves its fellow men

Will drive away the clouds of gloom and coax the sun again.

It's full of worth and goodness, too, with manly kindness blent —

It's worth a million dollars, and it doesn't cost a cent.

There is no room for sadness when we see a cheery smile,

It always has the same good look—it's never out of style—

It nerves us on to try again when failure makes us blue,

The dimples of encouragement are good for me and you—

It pays a higher rate of interest, for it is merely lent —

It's worth a million dollars, and it doesn't cost a cent.

A smile comes very easy—you can wrinkle up with cheer

A hundred times before you can squeeze out a soggy tear.

It ripples out, moreover, to the heart-strings that will tug,

And always leaves an echo that is very like a hug.

So smile away, folks understand what by a smile is meant,

It's worth a million dollars, and it doesn't cost a cent.

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

Bakers' & Confectioners' Supplies.

Jaburg Bros., 1 & 3 Worth St. New York, U.S.A.
United Confectioners' Supply Co., 561 Greenwich St., New York, U.S.A.

Banks and Bankers.

Asfas & Co., Bagdad, Turkey.
Banque d'Athènes Constantinople, Turkey.
Banque d'Athènes, Athens, Greece.
Banque d'Athènes Salonika, Greece.
Banque d'Athènes Smyrna, Turkey.
Banque Commerciale de Palestine Jerusalem, Turkey.
Banque d'Orient, Sophocles Street Athens, Greece.
Banque d'Orient Smyrna, Turkey.
Banque d'Orient Salonika, Greece.
Banque de Salonique Constantinople, Turkey.
Banque Impériale Ottomane Constantinople, Turkey.
Bilinsky De, S. S., c/o Ionian Bank, Athens, Greece.
Capayannides, G. Trebizond, Turkey.
Chamarakis, E. D. Rethymno, Crete, Greece.
Dagher, Butros & Co., Beirut, Turkey.

Demaras Brothers	Athens, Greece.
Deutsche Orientbank, A. G.	Constantinople, Turkey.
Elliaco, I. C., c/o Bank of Athens	Athens, Greece.
Levy, Juda Gabriel	Yanina, Greece.
Mavromati, André	Mersina, Turkia.
Nicolaides, Louis,	Athens, Greece.
Phostiropolo Frères	Trebizond, Turkey.
Sabbag & Fils	Beirut, Turkey.
The Commercial Bank of Greece	Athens, Greece.
The National Bank of Greece	Athens, Greece.
Trad & Co., G.	Beirut,
Wiener Bank Verein	Constantinople, Turkey

Bath Heaters.

Friedman & Fils, J. R., Importers, Galata	Constantinople, Turkey.
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Beds & Supplies.

Lambichi, M. E., Importers	Smyrna, Turkey.
Suffern & Co., Exporters, 90-96 Wall St.	New York, U.S.A.

Beer.

Audi & Frères S., Importers	Beirut, Turkey.
Gindié Frères, Importers	Aleppo, Turkey.
Sayegh Frères, Importers	Beirut, Turkey.

Bees Wax.

Kabbaz & Co., P. A., Exporters	Aleppo, Turkey.
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Belting.

Seferiades, S. A., Importer	Smyrna, Turkey.
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Bicycles & Sundries.

Wilcox-McKim Company	Saginaw, Michigan, U.S.A.
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Blotting Paper.

Albemarle Paper Manufacturing Co., Mfrs. & Exp., .	Richmond, Va., U.S.A.
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Blowing.

Southwark Foundry & Machine Co., Washigton Ave.. & 5th St.	Philadelphia, Pa., U.S.A.
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Boots & Shoes.

Cohen, Salomon, Importer, Handan Han 22, Stamboul	Constantinople, Turkey.
Daoud & Abdo, Importers	Beirut, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han,	Constarntinople, Turkey.
Fulias & Co., Importers, Abid Han, Galata	Constarntinople, Turkey.
Hananel, N. B., Importer, Ekberié Han, Stamboul . .	Constantinople, Turkey.
Hindié Frères, Importers	Aleppo, Turkey.
Molho, Isaac, Importer	Salonika, Greece.
Magnifico, E. A., Importer	Smyrna, Greece.
Rosenwasser Bros., Mfrs. & Exp., 472 Broadway, . .	New York, U.S.A.
Sciaky, Salomon J., Importer	Salonika, Greece.
Tambakis, E. C., Importer	Smyrna, Turkey.
Schilinguirian, S., Importer, 42/3 Germania Han . . .	Stamboul, Constantinople
Turco-American Agency,Imp.,Enomotarchi Han,16, Galata	Constantinople, Turkey.

Brandy.

Hellenique Wine & Spirit Co., Exporters	Athens, Greece.
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Brick Machinery.

Slocum, Avram & Slocum, Inc., 30 Church Street, . .	New York, U.S.A.
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Builders' Hardware.

Blum & Levy, Importers	Jerusalem, Turkey.
Matteossian, Leon, Importer, Roman Han, Galata, . . .	Constantinople, Turkey.
Miller Lock Co., Mfrs. & Exporters, Frankford, . . .	Philadelphia, Pa., U.S.A.
Russell & Erwin Mfg. Co., Exporters	New York, U.S.A.
Turco-American Agency, Exporters, Enomotarchi Han, 16, Galata	Constantinople, Turkey.
Vafiades, V., Importer	Trebizond, Turkey.

Butter.

Jourdan, Georgiades & Co., Exporters	Salonika, Greece.
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Canary Seed.

Fowler & Black, Imprs., Metrop. Bank Bldg. 204 . .	New Orleans, La., U.S.A.
Levant Products Trading Co., The, Imp., 38-40 W. 32 St.	New York, U.S.A.
Sevastopulo, A.D., Exp., Kutchuk Millet Han 14, Galata	Constantinople, Turkey.

Candles.

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

Carpenters.

Psalty, Rue Kabristan, Péra	Constantinople, Turkey.
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Carpets and Rugs.

Castelli, N., Exp., Kutchuk Ismail Pacha Han, Stamboul	Constantinople, Turkey.
Djismardahoss, Kegham, Exp., Kodjamanoglou Han, St.	Constantinople, Turkey.
Filipachi, Paul, P., Exporter, Keuprulu Han, Stamboul	Constantinople, Turkey.
Gulbenkian Bros. & Co., Exp., Gulbenkian Han, Stamboul	Constantinople, Turkey.
Haim, S., Musée Oriental, Kabristan 14, Péra	Constantinople, Turkey.
Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul	Constantinople, Turkey.
Karadagli, A. E., Exporter, Djéferié Han, Stamboul . .	Constantinople, Turkey.
Karagheusian, A. & M., Exporters, Astardjian Han, St.	Constantinople, Turkey.
Kevork Skender, K. & D., Exporters	Bagdad, Turkey.
Maghak, Fathalla D., Exporter	Bagdad, Turkey.
Mazlumian Frères, Exporters, Ralli Han, Stamboul . .	Constantinople, Turkey.
Messayeh, Joseph J., Exporter	Bagdad, Turkey.
Messulam, A., Exporter, Saidié Han, Stamboul . . .	Constantinople, Turkey.
Oriental Carpet Manufacturers, Exporters	Smyrna, Turkey.
Oriental Carpet Manufacturers, Exporters	Constantinople, Turkey.
Panayotoglou, Avraam V., Exporter, Serai-Emir . . .	Teheran, Persia.
Pappadopoulos, M. N., Exporter	Constantinople, Turkey.
Roditi, A., Exporter, Ekbérié Han, Tarakdjillar, Stamboul	Constantinople, Turkey.
Rostomian, R., Keuprulu Han, Stamboul	Constantinople, Turkey.
Sadullah, R. Levy & Mandil, Exporters, Stamboul . .	Constantinople, Turkey.
Telfeyan & Co., Exporters, Dilsiz Zadé Han, Stamboul	Constantinople, Turkey.
Timourian S., Rue Tarakdjillar, 27, Stamboul	Constantinople, Turkey.
Vayanos Frères, Manufacturers & Exporters	Konia, Turkey.

Carriages, (Vehicles, etc.).

Birch, James A., Exporter	Burlington, N.J., U.S.A.
Delvin Mfg. Co., (Carriage Hardware)	Philadelphia, U.S.A.
Montgomery Ward & Co., Exporters	Chicago, U.S.A.
Studebaker Corporation, The, Exporters	South Bend, Ind., U.S.A.
The Sechler & Co., 537-5550 Fifth Street,	Cincinnati, Ohio, U.S.A.

Casings (Sausage) See Guts.**Cheese.**

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

Cigarettes.

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

Cigarette Paper.

The Mair de Botton Cigarette Paper Co., Ltd., Mfrs. & Ex., Salonika, Greece.

Cinematographic Films.

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

Clocks and Watches.

Enriquez Clements, Importer Bagdad, Turkey.
 Etablissements Orosdi Back, Importers Constantinople, Turkey.
 Keystone Watch Case Co., Exporters, Pickhuben . . . Hamburg, Germany.
 Lebet Frères & Co., Importers, Mahmoudié Han, St., . Constantinople, Turkey.
 Montgomery Ward & Co., Exporters Chicago, U.S.A.

Clothing (Ready Made).

Schoucair & Kassis, Importers Beirut, Turkey.
 Snellenburg Clothing Co., Exp., Broadway & Wallace St., Philadelphia, U.S.A.

Coal.

Cauchi, Fratelli, Importers Salonika, Greece.
 Molho, Isaac, Importer Salonika, Greece.
 Pharaon & Fils, R., Importers Beirut, Turkey.
 Reppen, Theo., Importer, Arabian Han, Galata, . . Constantinople, Turkey.
 Theodoridi & Co., Importers Braila, Roumania.

Collections.

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

Commercial Reports.

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

Concrete and Cement.

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

Commission Agents. - See : General Importers and Exporters.**Constructions and Contractors.**

Afimus & Hacho Beirut, Turkey.

Copper.

Juda & Salmona, Importers Salonika, Greece.
 Navarro, Isaac J., Importer Salonika, Greece.
 Obégi & Co., Charles, Importers Aintab, Turkey.
 Piccioto & Co., Hillel, Importers Aleppo, Turkey.
 Roditi, A., Importer, Ekbérié Han, Tarakdjilar, Stamboul Constantinople, Turkey.
 Shabender, Mahmoud, Importer Bagdad, Turkey.
 Warde, Naasan & Co., Importers Beirut, Turkey.

Corn Flour.

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

Cotton.

Brazzafoli, Max, Exporter	Mersina, Turkey.
Coulevas, M. & A., Importer	Piraeus, Greece.
Debbas, Jean, Importer	Tarsus, Turkey.
Lykiardopoulos Fils, A., Exporter	Mersina, Turkey.
Obégi & Co., Charles, Exporters	Aintab, Turkey.
Simeonoglou, Aristides, Exporter	Adana, Turkey.
Warde, Naasan & Co., Exporters	Beirut, Turkey.

Cotton Duck Belting.

Gandy Belting Co., The, Mfrs. & Exporters	Baltimore, U.S.A.
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Cotton Goods.

Abdeni & Co., G. G., Importers	Aleppo, Turkey.
Altitzoglou Fils, I., Importers	Mersina, Turkey.
Audi & Co., B., Importers	Beirut, Turkey.
Avedikian Frères, Importers	Smyrna, Turkey.
Baltazzi, Theo. S., Importer	Smyrna, Turkey.
Bear Mill Mfg. Co., 120 Franklin St.	New York, U.S.A.
Berk, Püttmann & Co., Importers	Bagdad, Turkey.
Boyadjian, Mihran, Importer	Adana, Turkey.
Chachaty Frères, Importers	Mersina, Turkey.
Cohen, Salomon, Importer, Handan Han 22, Stamboul	Constantinople, Turkey.
Coufopoulos, D. G., Alyanack Han 26, Stamboul .	Constantinople, Turkey.
Coûteaux, Bernard, Aslan Han, Galata	Constantinople, Turkey.
Dobrowolsky & Co., Importers	Salonika, Greece.
Elisha, Nessim, Importer	Bagdad, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.
Enriquez Clemente, Importer	Bagdad, Turkey.
Etablissements Orosdi Back, Importer	Constantinople, Turkey.
Eustathopoulo & Co., Nap., Imp., Arnopoulos Han, St.,	Constantinople, Turkey.
Errera & Co., Ltd., Fils de G. A., Importers	Salonika, Greece.
Féradian, K., Importer, Alyanak Han, St.	Constantinople, Turkey.
Fils d'Abraham Nahman, Importer	Salonika, Greece.
Gelat, Elias Thomas Importer	Jerusalem, Turkey.
Haddad, Elias And., Importer	Beirut, Turkey.
Haldéopoulos, N. P., Importer	Trebizond, Turkey.
Hammer & Hirzel, Importers, Buyuk Yeni Han, St.,	Constantinople, Turkey.
Hassid & C. A. M., Importers	Salonika, Greece.
Hassid, Joseph Albert, Importer	Salonika, Greece.
Hindié, Elias, Importer	Aleppo, Turkey.
Hochstrasser & Co., Importers	Trebizond, Turkey.
Hochstrasser & Co., Importers	Samsoun, Turkey.
Jebourg, Beytoum, Importer	Bagdad, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Kabbaz & Co., P. A., Importers	Aleppo, Turkey.
Klonski, A. H., Importer	Hebron, Turkey.
Maghak, Fat. D., Importer	Bagdad, Turkey.
Manachy, Lorenzo Y., Importer	Aleppo, Turkey.
Marcantonakis & Manoussakis	Candia, Crete, Greece.
Manuelian & Co., H., Importers	Mersina, Turkey.
Messayeh, Joseph J., Importer	Bagdad, Turkey.
Modiano, Ugo R., Importer	Salonika, Greece.
Morpurgo, Moise, Importer	Salonika, Greece.

Mouradian, Kevork, Importer, Stamboul	Constantinople, Turkey.
Panayotoglou, Avraam Y., Importer, Serai-Emir	Teheran, Persia.
Peristiany & Frères, J. Th., Importers	Alexandretta, Turkey.
Philippou, A., Importer	Yanina, Greece.
Piccioto & Co., Hillel, Importers	Aleppo, Turkey.
Putnam-Hooker Co., The, Exp., 50 Worth, St,	New York, U.S.A.
Salloum, Helou & Co., Importers	Beirut, Turkey.
Saporta & Beraha, J. Florentine, Importers	Salonika, Greece.
Saasoon & Co., David, Importers	Bagdad, Turkey.
Saul Amar, Importer, Assicurazioni Generali Han,	Galata, Constantinople,
Schuep & Co., Importers	Aleppo, Turkey.
Société Commerciale du Levant, Importers	Salonika, Turkey.
Stevens & Co., J. P., Exp., 23 & 22 Thomas St,	New York, U.S.A.
Suffern & Co., Exporters, 90-96' Wall St,	New York, U.S.A.
Tchilinguirian, S., Importer, 42/3 Germania Han	Stamboul, Constantinople
Tiano, Henri, Importer	Salonika, Greece.
Vafiadachi, M. & A., Importers	Smyrna, Turkey.
Varbetian, L. & L., Importers	Smyrna, Turkey.
Wellington, Sears & Co., 93 Franklin St,	Boston, U.S.A.
Zarifi, L., Importer, Hagopian Han, Galata,	Constantinople, Turkey.
Zelveian, M. & K. S., Importers	Mersina, Turkey.

Cotton Seed Oil.

Amar & Co., S., Importers, Validé Sultan Han, Stamboul	Constantinople, Turkey.
American Cotton Oil Co., Exp., 27, Beaver Street, . . .	New York, U.S.A.
Aspegren & A., Exporters, Produce Exchange	New York, U.S.A.
Canzuch, Ferdinand F., Importer	Constantinople, Turkey.
Cariciopoulos, Marc C., Imp., Rifaat Bey Han, Galata, .	Constantinople, Turkey.
Christofa, Apostole P. H., Importer	Mitylene, Greece.
Coufopoulos, D. G., Alyanak Han, Stamboul,	Constantinople, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.
Eustathopoulos & Co., Nap., Imp., Arnopoulos Han, Stamboul	Constantinople, Turkey.
Féradian, K., Importer, Alyanak Han, St.	Constantinople, Turkey.
Fils d'Abram Nahman, Importers	Salonika, Greece.
Fulias & Co., Importers, Abid Han, Galata,	Constantinople, Turkey.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Galata, .	Constantinople, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Keller, E., Theodor, Mgr. Fulias & Co., Importer . . .	Athens, Greece.
Louisville Cotton Oil Co., Mfrs. & Exporters	Louisville, Ky., U.S.A.
Manachy, Lorenzo V., Importer	Aleppo, Turkey.
Marcopoli & Co., V., Importers	Aleppo, Turkey.
Millioris, François, Importer, Nomico Han 23-24, Galata	Constantinople, Turkey.
Modiano, F., Co.,	Salonika — Smyrna.
Molho, Isaac, Importer	Salonika, Turkey.
Navarro, Em. Is., Importer	Salonika, Turkey.
Pharaon, Issa, Schoucair & Co., Importers	Beirut, Turkey.
Procter & Gamble Co., Exporters	Cincinnati, Ohio, U.S.A.
Sarantis Frères, Imp., 19, 20, Omar Abid Han, Galata	Constantinople, Turkey.
Saul Amar, Importer, Assicurazioni Generali Han . . .	Galata, Constantinople,
Suffern & Co., Exporters, 90-96, Wall Street,	New York, U.S.A.
Tasartez & Barzilai, Importers, Tohafdjî Han, Stamboul	Constantinople, Turkey.
Tchilinguirian, S., Importer, 42/3 Germania Han	Stamboul, Constantinople
Tiano, Henri, Importer	Salonika, Greece.
Yanthos, C., Importer	Salonika, Greece.

Cotton Yarn.

Abdeni & Co., G. G., Importers	Aleppo, Turkey.
Audi & Co., B., Importer	Beirut, Turkey.
Baltazzi, Theo. S., Importer	Smyrna, Turkey.
Errera & Co., Ltd., Fils de G. E., Importers	Salonika, Greece.
Hindié, Elias, Importer	Aleppo, Turkey.
Mosseri, Albert, Importer	Salonika, Greece.
Mouradian, Kevork, Importer, Stamboul	Constantinople, Turkey.
Peristiany & Frères, T. Th., Importers	Aleppo, Turkey.
Simeonoglou, Cristides, Exporter	Adana, Turkey.
Société Commerciale du Levant, Importers	Salonika, Greece.
Tchilinguirian, S., Importer, 42/3 Germania Han . . .	Stamboul, Constantinople

Currants.

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

Custom House Brokers.

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

Decoration (Interior).

Psalty, Rue Kabristan, Péra	Constantinople, Turkey.
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Dental Supplies.

Alexiou Thanos, Importer, 18 B Châteaunaud Str. . .	Athens, Greece.
Arevian, Aram, Importer, Tépé Bachı, 37, Péra . . .	Constantinople, Turkey.
Spyrides, Const., Importer	Athens, Greece.
White Dental Mfg. Co., The S. S., Mfrs. & Exporters 12th & Chestnut Sts.,	Philadelphia, U.S.A.

Department Stores.

Etablissements Orosdi Back	Constantinople, Turkey.
Melki & Menasseh	Beirut, Turkey.
Montgomery Ward & Co.,	Chicago, U.S.A.

Draperies.

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

Audi & Co., B., Importers	Beirut, Turkey.
Curtis Brown Mfg. Co., Exp., 215-217 Fulton St., . .	New York, U.S.A.
Fellows & Co., The, Mfrs. & Exp., 26 Christopher St., .	New York, U.S.A.
Hanania, Joseph, Importer	Bagdad, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Mourad Bey, Baroudi, Importer	Beirut, Turkey.
Mulford Co., H. K., Exporters, 428 S. 3d St.,	Philadelphia, U.S.A.
Orosdi Back, Etablissements, Importers	Constantinople, Turkey.
Philadelphia Quartz Co., Exporters 121 S. 3d St., . .	Philadelphia, U.S.A.
Spyrides, Const., Importer	Athens, Greece.
Suffern & Co., Exporters, 90-96 Wall St.,	New York, U.S.A.
West Electric Hair Curler Co., 45 S. Front St., . . .	Philadelphia, U.S.A.

Dry Goods.

Melissinos, Bernard, Importer	Pireaus, Greece.
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Dyes.

Muller, Ch., Importer, 39 Apolo Str.	Athens, Greece.
Schuep & Co., Importers	Aleppo, Turkey.

Earth Handling Machinery.

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

Aperguis & Co., N.A., Imp., 40 Rue de la Douane, Gal.	Constantinople, Turkey.
"Gradiwo" Société Commerciale par Actions, Importer	Varna, Bulgaria.
Société Hellenique d'Electricité	Athens, Greece.
Sursock, Aziz, Importer	Tarsus, Turkey.
Western Electric Co., Exporters, 463, West Street, . .	New York, U.S.A.

Elevators.

Essayan & Frères, Hagop, Imp., Sirkedji 46, St, . . .	Constantinople, Turkey.
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Engines (Gasoline, Traction, Corliss etc).

Avery Co., Mfrs. & Exporters	Peoria, Ill., U.S.A.
Farquhar & Co., A.B., Mfrs. Exp., Produce Exchange .	New York, U.S.A.
Holt Caterpillar Co., Mfrs. & Exp., 50 Church St., .	New York, U.S.A.
International Harvester Co., Mfrs. & Exp., Ferdinandstr. 5	Hamburg, Germany.
Southwark Foundry & Machine Co., Mfrs. & Exporters,	Philadelphia, U.S.A.
Wash., Ave. & 5th Sts.,	San Francisco, U.S.A.
Standard Gas Engine Co., Mfrs. & Exprs., 1 California St,	Hoosick Falls, U.S.A.
Walter A. Wood Company, m. b. H., Elisabethufer 5/6,	Berlin, Germany.
Waterloo Gasoline Engine Co., Exprs., Waterloo, . .	Iowa, U.S.A.
Wichita Falls Motor Co., Mfrs. & Exprs., Tractors, . .	Wichita Falls, Tex., U.S.A.
Wilcox McKim Company	Saginaw, Michigan, U.S.A.
Wolverine Motor Works, Exporters	Bridgeport Conn., U.S.A.

Engineering.

Aperguis & Co., N. A., Bahtiar Han, Galata	Constantinople, Turkey.
Aftimus & Hacho	Beirut, Turkey.
Chirin, Leon, Kenadjian Han, 3, Stamboul,	Constantinople, Turkey.
Sprout-Waldron Co., Milling Engineers	Muncy, Pa., U.S.A.

Feed Stuffs.

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

Coenca Frères, Imprs., 38 Rue de la Sublime Porte, St,	Constantinople, Turkey.
Peters Arms Co., Exprs., Pickhuben, 4, Freihafen, . .	Hamburg, Germany.
Picciotto & Co., Hillel, Importers	Aleppo, Turkey.

Fire Engine Trucks.

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

Johns-Manville, H. W., Co., Madison Ave. 41st Str. .	New York, U.S.A.
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Fittings.

Delvin Mfg. Co., Thos., Mfrs. & Exprs., Lehigh Ave & American St,	Philadelphia, U.S.A.
Flag, Stanley G., Mfr. & Exporter, 1421 Chestnut St,	Philadelphia, U.S.A.

Fish (Dried, Salt).

Hancock & Wood, Importers	Patras, Greece.
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Flooring.

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

Flooring Varnishes.

Johns-Manville, H. W., Co., Madison Ave. 41st St. . . New York, U.S.A.

Flour.

Barcoulis, S., Importer, Arnopoulos Han, 5, 6, St., . . .	Constantinople, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Cariciopoulos, Marc C., Imp., 12 Ibrahim Rifaat Han, Gal.	Constantinople, Turkey.
Cousteaux, Bernard, Aslan Han, Galata	Constantinople, Turkey.
Eckhard & Co., John W., Exporters	Adalia, Turkey.
Fenerdjian, A. M., & Co., 8, 9 Sadikié Han, Stamboul	Constantinople, Turkey.
Filipakis Geo. Is., Manufacturer	Salonika, Greece.
Fils d'Abraham Nahman, Importers	Chicago, U.S.A.
Hadjopoulos & Sperco, Inc., 29 Broadway	New York, U.S.A.
Hassid & Co., A. M., Importers	Salonica, Greece.
Kouyoumdjian, Khosrov, Importer	Bagdad, Turkey.
Lebet Frères & Cie., Impr., Mahmoudié Han, St., . . .	Constantinople, Turkey.
Modiano, F., & Co.,	Salonika—Smyrna.
Molho, Isaac J., Importer	Salonika, Greece.
Saul Amar, Importer, Assicurazioni Generali Han, . . .	Galata, Constantinople,
Slocum, Avram & Slocum Inc., 30 Church St., . . .	New York, U.S.A.
Vrioni, D. Pan, Importer, 4 Dephes Str.	Athens, Greece.

Food Products.

Fowler & Black, Impr., 204 Metropolitan Bank Bldg. . . New Orleans, La., U.S.A.

Fountain Pens.

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

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

Arevian, Aram, Importer, Tépé Bachi 37, Péra	Constantinople, Turkey.
Asfar & Co., Date Packers & Exporters	Bagdad, Turkey.
Austro-Oriental Trading Co., Ltd., Exporters	Bagdad, Turkey.
Barff & Co., P. G., Exporters	Smyrna Turkey.
Cherry, Louis D., Importer, 52 S. 60th St.,	Philadelphia, U.S.A.
Coenca Frères, Exprs., 38 Avenue de la Sublime Porte,	Constantinople, Turkey.
Eustratiades, Alex. N., Exporter	Smyrna, Turkey.
Georgiades & Co., Exporters	Smyrna, Turkey.
Habicht, Braun & Co., Imp., Hudson & Laight Sts. .	New York, U.S.A.
Hadjopoulos & Sperco, Inc., Imp., 29 Broadway . . .	New York, U.S.A.
Hochstrasser & Co., Exporters	Samsoun, Turkey.
Hochstrasser & Co., Exporters	Trebizond, Turkey.
Jaburg Brothers, Importers, 1-3 Worth Street	New York, U.S.A.
Klonski, A. H., Exporter	Hebron, Turkey.
Maghak, Fathalla D., Exporter	Bagdad, Turkey.
Mancantonakis & Manoussakis, Exporters	Candia, Crete, Greece.
Mégarbané, G. H., Exporter	Aintab, Turkey.
Mégarbené & Fils, Habib, Exporters	Aleppo, Turkey.
Messayah, Joseph J. Exporter	Bagdad, Turkey.
Missir & Co., Exporters	Smyrna, Turkey.
Pastene & Co., Inc., P., 148-150 Franklin Street . .	New York, U.S.A.
Reggio & Co., Ant., Exporters	Smyrna, Turkey.

Reggio, Abel, 105, Hudson Street, Agents	New York, U.S.A.
Schamasch, Gourgi & Co., Exporters	Bagdad, Turkey.
Schabender, Mahmoud, Exporter	Bagdad, Turkey.
The Levant Products Tradings Co., Imp., 38-40 W. 32St.	New York, U.S.A.
Warde, Naasan & Co., Exporters	Beirut, Turkey.
Wönckhaus & Co., Robert, Exporters of Dates	Bagdad, Turkey.

Furniture.

Karpen & Bros., S., Mfrs & Exprs, 37th St. & Broadway	New York, U.S.A.
Lambichi M. E., Importer	Smyrna, Turkey.
Montgomery Ward & Co., Exporters	Chicago, U.S.A.
Nahmias & Fils, S., Importers	Salonika, Greece.
Psalty, Mfr. & Importer, Rue Kabristan	Constantinople, Turkey.
Sioufi, Elie, Manufacturer	Beirut, Turkey.
Tagger, J. H., Importers	Jaffa & Jerusalem Turkey.
Wilcox McKim Company	Saginaw, Michigan, U.S.A.

Galvanized Sheet Metals.

United States Steel Products Co., Exp., 30 Church St,	New York, U.S.A.
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Glass.

Friedman & Fils J. R., Importers of Window, Mirror & Plate Glass, Rue du Tunnel 32, Galata	Constantinople, Turkey.
Navarro, Issac J., Importer	Salonika, Greece.
Sayegh Frères, Importers	Beirut, Turkey.
Vafiades, V., Importer	Trebizond, Turkey.

General Exporters and Importers.

Abdeni & Co., G. G.	Aleppo, Turkey.
Abramovitz, Léon P., Calea Calarasilor 41,	Bucharest, Roumania.
Aliferis, G., 37 Praxiteleus Str.	Athens, Greece.
Astar & Co.,	Bagdad, Turkey.
Assa, Salomon H., Sarioglou Han, Stamboul	Constantinople, Turkey.
Audi & Co., B.	Beirut, Turkey.
Austro-Oriental Trading Co., Ltd.	Bagdad, Turkey.
Baldwin, Theo. A.	Brussa, Turkey.
Banning Hubert, 140 Nassau St.	New York, U.S.A.
Banque Commerciale de Palestine	Jerusalem, Turkey.
Barcoulis, S., Arnopoulos Han 5-6, Stamboul	Constantinople, Turkey.
Benveniste, Haim & Albert	Salonika, Greece.
Berk, Püttmann & Co.	Bagdad, Turkey.
Capayannides, G.	Trebizond, Turkey.
Canzuch, Ferdinand, Iki Kouyoulo 28, Pera	Constantinople, Turkey.
Chamarakis, E. D.	Rethymno, Crete Greece.
Cofinas, G. N., 37 Praxiteleus Str.	Athens, Greece.
Cohen, Salomon, Importer, Handan Han 22, Stamboul	Constantinople, Turkey.
Coufopoulos, D. G., Alyanak Han, Stamboul	Constantinople, Turkey.
Demaras Brothers	Athens, Greece.
Dizengoff, M.	Jaffa, Turkey.
Eustratiades, Alex. N.	Smyrna, Turkey.
Fenerdjian, A. M., & Co., 8, 9, Sadikié Han, Stamboul	Constantinople, Turkey.
Féradian, K., Alyanak Han, Stamboul	Constantinople, Turkey.
Fils d'Abraham Nahman	Salonika, Greece.
Fitsio, Alex., General Importer, Hermes Str.,	Athens, Greece.
Gelat, Elias Thomas	Jerusalem, Turkey.

"Gradiwo" Société Commeiciale par Actions	Varna, Bulgaria.
Haim, D.	Jaffa, Turkey.
Haldéopoulo, N.P.	Trebizond, Turkey.
Hancock & Wood	Patras, Greece.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, 8 Strada Lipscani	Bucharest, Roumania.
Hindié, Elias	Aleppo, Turkey.
Hindié Frères	Aleppo, Turkey.
Hochstrasser & Co.	Trebizond, Turkey.
Hochstrasaer & Co.	Samsoun, Turkey.
Iahiel, Isaac I.	Salonika, Greece.
Keller, E., Theodor, Mgr. of Fulias & Co.	Athens, Greece.
Krönig, Hermann, Commission Agent	Varna, Philippople, Sofia.
Manachy, Lorenzo Y.	Aleppo, Turkey.
Marcantonakis & Manoussakis	Candia, Crete, Greece.
Marcopoli & Co., V.	Aleppo, Turkey.
Melissinos, Bernhard	Piraeus, Greece.
Modiano, Hugo R.	Constantinople, Turkey.
Muller, Ch., Importer, 29 Apolo Street	Athens, Greece.
Nemli Zadé Frères	Trebizond, Turkey.
Panayotoglou Avraam V., Serai Emir	Teheran, Persia.
Philaretos, C. G., & Co., Importer, 1 A Sophocles Str.	Athens, Greece.
Peristiany & Frères, J. Th.	Alexandretta, Turkey.
Politakis, E. P., Anaxagora Street	Athens, Greece.
Phostiropolou Frères	Trebizond, Turkey.
Prochomides, K.	Mersina, Turkey.
Reppen, Theo. Arabian Han, Galata	Constantinople, Turkey.
Rindelaub, Robert C., Sabit Bey Han 30-33 Galata .	Constantinople, Turkey.
Sasoon & Co., Ltd., David	Bagdad, Turkey.
Saul Amar, Importer, Assicurazioni Generali Han, . .	Galata, Constantinople.
Schapira, J. M., 10 Rue Colocotroni	Athens, Greece.
Sciaky & Co., Victor	Salonika, Greece.
Shabendar, Mahmoud	Bagdad, Turkey.
Slipp, Paul E.	Aden, British Arabia.
Spathopoulos Frères, P.	Kerrassund, Turkey
Spike, Clarence H., 143 Federal Street	Boston, U.S.A.
Stassinopoulos, S. A.	Smyrna, Turkey.
Suffern & Co., 90-96 Wall Street	New York, U.S.A.
Tatian, A., 23 Central St., Room 8	Boston, U.S.A.
Tchilinguirian, S., 42/3 Germania Han	Stamboul, Constantinople
Tenant, Sons & Co., C, 100 William St.	New York, U.S.A.
Tiano, Henri	Salonika, Greece.
The American Advertising Co., Commercial Department, 54, Rue Kabristan, Pera	Constantinople, Turkey.
The Commercial Bank of Greece,	Athens, Greece.
Vimos Brothes, 29 Nikis Street	Athens, Greece.
Vrioni, Pan. D., 4, Dephes Street	Athens, Greece.
Yassiliou, Pittacos	Mitylene, Greece.
Wilcox McKim Company	Saginaw, Michigan, U.S.A.
Zeppas, P., Pesmazoglou Street	Athens, Greece.

Glucose.

Corn Products Refining Co., Exporters	New York, U.S.A.
Saul Amar, Importer, Assicurazioni Generali Han, . .	Galata, Constantinople,

Glue Stock.

Spike, Clarence H., Importer, 143 Federal St. Boston, U.S.A.

Government Contractors.

Avigdor, N. S., Inayet Han 67, 68 Galata	Constantinople, Turkey.
Bucknam, R. D.,	Constantinople, Turkey.
Cofinas, N. G., 37 Praxitelens Street	Athens, Greece.
Essayan & Frères, Hagop, Sirkedji 46, Stamboul . .	Constantinople, Turkey.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata .	Constantinople, Turkey.
Friedman & Fils, J. R., Rue du Tunnel, 32, Galata .	Constantinople, Turkey.
Hecht, Emil, Angora Han, Stamboul	Constantinople, Turkey.
Langdon, J. D., Naval Contractor	Smyrna, Turkey.
Vrioni, Pan., D., Importer, 4 Dephes Street	Athens, Greece.
Zeppas, P., Pesmazoglou Street	Athens, Greece.

Grain and Cereals.

Sciaky, Salomon J., Exporter	Salonika, Greece.
Kouyoumdjian, Kh., Exporter	Bagdad, Turkey.
Simeonoglou, Aristides, Exporter	Mersina, Turkey.
Stringos, I., Importer	Piraeus, Greece.
Sursock, Aziz, Exporter	Tarsus, Turkey.
Wönckhaus & Co., Robert, Exporters	Bagdad, Turkey.
Xanthos, C., Exporter	Salonika, Greece.

Groceries.

Cacoulides, Gr. N., Exporter	Trebizond, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Errera, Isaac G., Importer	Salonika, Greece.
Eustathopoulos & Co., N., Imp., Arnopoulos Han, Stamboul	Constantinople, Turkey.
Fowler & Black, Imp., 204 Metropolitan Bank Bldg.	New Orleans La., U.S.A.
Goldberg, Tewel, Importer	Jerusalem, Turkey.
Habicht, Braun & Co., Hudson & Laight Sts., . . .	New York, U.S.A.
Hanania, Joseph, Importer	Bagdad, Turkey.
Hindié Frères, Importers	Aleppo, Turkey.
Hochstrasser & Co., Exporters	Trebizond, Turkey.
Iahiel, Isaac, Importer	Salonika, Greece.
Jaburg Brothers, Importers, 1-3 Worth Street . . .	New York, U.S.A.
Juda & Salmona, Importers	Salonika, Greece.
Koukaz & Zaloom, Exporters (Syrian Provisions) . .	Beirut, Turkey.
Leslie & Co., John H., Importers, 29, Lake St. . . .	Chicago, U.S.A.
Mahokian, A., Exporter	Trebizond, Turkey.
Millioris, François, Imp., Nomico Han 23, 24, Galata .	Constantinople, Turkey.
Navarro, Emmanuel Is., Importer	Salonika, Greece.
Nemli Zadé Frères, Importers	Trebizond, Turkey.
Pastene & Co., Inc., P., 148-150 Franklin Street, . .	New York, U.S.A.
Rindelaub, Robert C., Imp., Sabit Bey Han 30, 33 Galata	Constantinople, Turkey.
Sebastopoulos, A. D., Imp., Kutchuk Millet Han, 14, Galata	Constantinople, Turkey.
Tagger, J. H., Importers	Jaffa & Jerusalem, Turkey.
Xanthos, C., Exporter	Salonika, Greece.

Gum.

The M. B. Farrin Sumber Co. Cincinnati, U.S.A.

Gum Tragacanth.

Abdul Kader Pasha El-Khedery, Exporter Bagdad, Turkey.

Berk, Püttmann & Co., Exporters	Bagdad, Turkey.
Beythoum, Jeboury, Exporter	Bagdad, Turkey.
Bozadjian, Mihran, Exporter	Adana, Turkey.
Brazzafolli, Max, Exporter	Mersina, Turkey.
Chachaty Frères, Exporters	Mersina, Turkey.
Essefian Parsegh G. Exp., 28 Khorassandji Han, Stamboul	Constantinople, Turkey.
Elisha & Frères, Nessim, Exporters	Bagdad, Turkey.
Gulbenkian Bros. & Co., Exp., Gulbenkian Han, Stamboul	Constantinople, Turkey.
Holstein, Hermann, A., Exp., Allalemdji Han, Stamboul	Constantinople, Turkey.
Kevork, Skender, K. & D., Exporters	Bagdad, Turkey.
Maghak, Fathalla D., Exporter	Bagdad, Turkey.
Manachy, Lorenzo Y., Exporter	Aleppo, Turkey.
Manuelian & Co., H., Exporters	Mersina, Turkey.
Naccache & Fils, Ibr., Exporters	Mersina, Turkey.
Zelvéian, M. & K. S., Exporters	Mersina, Turkey.

Guts (Sausage Casings).

Abdul Kader Pasha, El-Khedery, Exporters	Bagdad, Turkey.
Arsen & Co., A. G., Exp., Gulbenkian Han, Stamboul	Constantinople, Turkey.
Berk, Püttmann & Co., Exporters	Bagdad, Turkey.
Essefian Parsegh G., Exp., 28 Khorassandji Han, Stamboul	Constantinople, Turkey.
Hecht, Emil, Exporter, Angora Han, Stamboul . .	Constantinople, Turkey.
Kevork Skender, K. & D. Exporters	Bagdad, Turkey.
Nemli Zadé Frères, Exporters	Trebizond, Turkey.
Schamasch, Gourgie & Co., Exporters	Bagdad, Turkey.
Selian, R. B., Exporter	Mersina, Turkey.
Spike, Clarence H., Importer, 143 Federal Street . .	Boston, U.S.A.
Tagger, J. H., Exporters	Jaffa, & Jerusalem.
Zarifi, L., Exporter, Hagopian Han, Stamboul	Constantinople, Turkey.

Hair Curlers.

West Electric Hair Curler Co., 45 S. Front St.	Philadelphia, U.S.A.
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Hardware and Tools.

Altizoglou Fils, Importers	Mersina, Turkey.
Aperguis & Co.; N. A., Importers, Bahtian Han, Galata, .	Constantinople, Turkey.
Bedrossian, Aram N., Imp., Kutchuk Millet Han, Galata, .	Constantinople, Turkey.
Berk, Püttmann & Co., Importers	Bagdad, Turkey.
Blum & Levy, Importers	Jerusalem, Turkey.
Cariciopoulos, Marc C., Imp., 12 Ibrahim Rifaat Han, Gal., .	Constantinople, Turkey.
Cohen, Salomon, Importer, Handan Han 22, Stamboul	Constantinople, Turkey.
Devlin Mfg. Co., Thos., (Carriage & Saddlery Hardware) .	Philadelphia, U.S.A.
Diston & Sons, Henry, P. O. B. 1537	Philadelphia, U.S.A.
Dizengoff, M., Importer	Jaffa, Turkey.
Enriquez, Clement, Importer	Bagdad, Turkey.
Entreprise Mfg. Co., The, Mfrs. & Exp., 3d & Dauphin St.	Philadelphia, U.S.A.
Errera & Co., Ltd., Fils de G. E., Importers	Salonika, Greece.
Fenerdjian, A. M., & Co., 8, 9, Sadikié Han, Stamboul	Constantinople, Turkey.
Franghakis & Sinnosoglou, Importers	Adana, Turkey.
"Gradivo" Société Commercial par Actios, Importer	Varna, Bulgaria.
Haim, D., Importer	Jaffa, Turkey.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamb.	Constantinople, Turkey.
Hassid & Co., A. M., Importers	Salonika, Greece.
Kaul, Wilhelm Franz, Importer	Angora, Turkey.
Lambichi, M. E., Importer	Smyrna, Turkey.

Manachy, Lorenzo Y., Importer	Aleppo, Turkey.
Modiano, F., & Co.,	Salonika—Smyrna.
Mc Caffrey File Co., Mfrs. & Exp., 5th & Berk St.	Philadelphia, U.S.A.
Miller Lock, Co., Mfrs. & Exporters	Philadelphia, U.S.A.
Montgomery Ward & Co., Exporters	Chicago, U.S.A.
National Specialty Co., Manufacturers & Exporters, Leigh Avenue & American Street	Philadelphia, U.S.A.
North Bros. Manufacturing Co., Manufacturers & Exp., Leigh Avenue & American Street	Philadelphia, U.S.A.
Orosdi Back, Etablissement, Importers	Aleppo, Turkey.
Peristiany & Frères, J. Th., Importers	Philadelphia, U.S.A.
Philaretos, C. G., & Co., Importer, 1 A Sophocles Str.	Athens, Greece.
Plumb, Fayette R., Mfr. & Exp., Bridesburg, P. O.	Philadelphia, U.S.A.
Roditi, A., Imp., Tarakdjilar, Ekberié Han, Stamboul	Constantinople, Turkey
Sayegh Frères, Importers	Beirut, Turkey.
Schamasch, Gourgie & Co., Importers	Bagdad, Turkey.
Shapira, J. M., Importer, 31 Colocotroni Street	Athens, Greece.
Schued & Co., Importers	Aleppo, Turkey.
Société Commerciale du Levant, Importers	Salonika, Greece.
Shabender, Mahmoud, Importer	Bagdad, Turkey.
Tiano, Henri, Importer	Salonika, Greece.
Vafiades, V., Importer	Trebizond, Turkey.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.

Harness and Leather Goods.

Birch, James H., Mfr. & Exporter	Burlington, N. Y., U.S.A.
Jean Hauser, Mgr., Société Anonyme pour l'Importation et l'Exportation, Importers, 10 Strada Lipsani	Bucharest, Roumania.
Studebaker Corporation, The Mfrs. Exp., South Bend	Ind., U.S.A.
Sechler & Co., The, Mfrs. & Exp., 538-550 Fifth St.,	Cincinnati, Ohio, U.S.A.

Hats (Felt).

Stetson Co., John B., Exp., 5th St. & Montgomery Ave.,	Philadelphia, U.S.A.
Vimos Brothers, 29 Nikis Street	Athens, Greece.

Hooks and Eyes.

West Electric Hair Curler Co., 45 S. Front S.,	Philadelphia, U.S.A.
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Hosiery.

Daoud & Abdo, Importers	Beirut, Turkey.
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House Furnishings.

Lazzaro Franco & Fils, Importers, Stamboul	Constantinople, Turkey.
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Household Utensils.

Arevian Aram, Importer, Tépé Bachi 37, Pera	Constantinople, Turkey.
Hoosier Mfg. Co., The,	New Castle, Ind., U.S.A.
National Specialty Manufacturing Co., Leigh Avenue American Street	Philadelphia, U.S.A.
North Bros. Manufacturing Co., Manufacturers & Exp., Leigh Avenue & American Street	Philadelphia, U.S.A.

Hydraulic Lime.

Sayegh Frères, Importers	Beirut, Turkey.
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Importers (General).

Altendorff, Wright & Darr, Ralli Han, Stamboul	Constantinople, Turkey.
Amar & Co., S., Validé Sultan Han	Constantinople, Turkey.
Audi & Frères, S.	Beirut, Turkey.
Bensussan, Samuel I.	Salonika, Greece.
Cariciopoulos, Marc C., 12 Ibrahim Rifaat Han, Galata	Constantinople, Turkey.
Cherry, Louis D., Importer, 52 S. 60th St.	Philadelphia, U.S.A.
Dobrowolsky & Co.	Salonika, Greece.
Farwagi & Fils, E.	Jaffa, Turkey.
Féradian, K., Alyanak Han, Stamboul	Constantinople, Turkey.
Fowler & Black, 204 Metropolitan Bank Bldg.	New Orleans, La., U.S.A.
Haddad, Elias And.	Beirut, Turkey.
Jaburg Brothers, Importers, 1-3 Worth Street	New York, U.S.A.
Kermektchieff, A. C.	Sofia, Bulgaria.
Khouri Farra, G. & A.	Beirut, Turkey.
Kroubalkian, Khosrof, Buyuk Tunnel Han, Galata	Constantinople, Turkey
Koukaz & Zaloom	Beirut, Turkey.
Kuebler, Jona	Jaffa, Turkey.
Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave.	Chicago, U.S.A.
Levy, Juda Gabriel	Yanina, Greece.
Modiano, Fils de S. D.,	Salonika, Greece.
Mossery, Albert	Salonika, Greece.
Pastene & Co., Inc., P., 148-150 Franklin Street,	New York, U.S.A.
Picciotto & Co., Hillel,	Aleppo, Turkey.
Rappaport, J. M., 101 Beekman St.	New York, U.S.A.
Sayegh Frères	Beirut, Turkey.
Schued & Co.	Aleppo, Turkey.
Sirgi & Co., M.	Beirut, Turkey.
Tennant Sons & Co., C., 100 William St.	New York, U.S.A.
Turco-American Agency, Enomotarchi Han 16, Galata	Constantinople, Turkey.
Trad, P. & M.,	Beirut, Turkey.

Insurance Agents.

Aligranti, Victor, Yeni Han, Sirkedji, Stamboul	Constantinople, Turkey.
Chamarakis, E. D.	Retymno, Crete, Greece.
Compte-Calix & J. G. Saverio, 7 Rue Tchinar, Galata	Constantinople, Turkey.
Eustratiades, Alexandria N.	Smyrna, Turkey.
Farwagi, & Fils, E.	Jaffa, Turkey.
Fenerdjian, A. M., & Co., 8, 9, Sadikié Han, Stamboul	Constantinople, Turkey.
Filipakis, Geo. Is.	Adalia, Turkey.
Gelat, Elias Thomas, Fire, Life & Accident	Jerusalem, Turkey.
Ghiolman & Bros.	Athens, Greece.
Hancock & Wood.	Patras, Greece
Keller, Theodor E., Mgr. Fulias & Co.	Athens, Greece.
Kuebler, Jona	Jaffa, Turkey.
Levin, Alter	Jerusalem, Turkey.
Molho, Isaac J.	Salonika, Greece.
Morpurgo, Moise D.	Salonika, Greece.
Panayotoglou, Avraam V., Serai-Emir	Teheran, Persia.
Philippou, A.	Janina, Greece.
Sciaky & Co., Victor	Salonika, Greece.
Turco-American Agency, Enomotarchi Han 16, Galata	Constantinople, Turkey.
Varbetian, L. & L.	Smyrna, Turkey.

Iron & Steel.

Altzoglou & Fils, J., Importers	Mersina, Turkey.
Avedessian & Kechichian, Importers	Adana, Turkey.
Bedrossian, Aram N., Imp., Kutchuk Millet Han, Galata	Constantinople, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Essayan & Frères, Hagop, Imp. Sirkedji, 46, Stamboul .	Constantinople, Turkey.
Haldéopoulo, N. P., Importer	Trebizond, Turkey.
Hochstrasser & Co., Importers	Trebizond, Turkey.
Hochstrasser & Co., Importers	Samsoun, Turkey.
Navarro, Isaac J., Importer	Salonika, Greece.
Nemli Zadé Frères, Importers	Trebizond, Turkey.
Roditi, A., Imp., Ekberié Han, Tarakdjilar, Stamboul .	Constantinople, Turkey.
Société Commerciale du Levant	Salonika, Greece.
Trussed Concrete Steel Co., Exporters	Detroit, U.S.A.
United States Steel Products Co. Exp., 30 Church St. .	New York, U.S.A.
Werner, Albert, Imp., Arabian Han, Galata	Constantinople, Turkey.

Jewelry.

Errera & Co., Fils de G. E., Importers	Salonika, Greece.
Macdonald & Co., R. B. Mfrs. & Exporters	Attleboro, Mass., U.S.A.
Société Commerciale du Levant, Importers	Salonika, Greece.

Kitchen Cabinets.

Hoosier Manufacturing Co., The	New Castle, Ind., U.S.A.
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Laces and Embroideries.

Abdo Bros., George, Exporters	Beirut, Turkey.
Audi & Frères, S., Manufacturers & Exporters . . .	Beirut, Turkey.
Elias Abu Samra & Fils, Exporters	Beirut, Turkey.
Farah, F. G. & S., Mfrs. & Exporters	Beirut, Turkey
Gelat, Elias Thomas, Exporter	Jerusalem, Turkey.
Kabbaz & Co., P. A., Exporters	Aleppo, Turkey.
Koukaz & Zaloom, Exporters	Beirut, Turkey.
Mégarbané, G. H. Exporter	Aintab, Turkey.
Roditi, A., Exp., Ekberié Han, Tarakdjilan, Stamboul .	Constantinople, Turkey.
Sadullah, R. Levy & Mandil, Exporters, Mahmoud Pacha Han, 232	Constantinople, Turkey.

Land Brokers.

America Advertising Co., 45, Rue Kabristan, Pera . .	Constantinople, Turkey.
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Land Owners.

Kouyoumdjian, Kh.	Bagdad, Turkey.
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Leather.

Abdeni & Co., G. G., Importers	Aleppo, Turkey.
Angel & Co., David, Importers	Salonika, Greece.
Berk, Püttmann & Co., Importers	Bagdad, Turkey.
Beythoum, Jeboury, Importer	Bagdad, Turkey.
Cofinas, G. N., Importer, 37 Praxitelens Street . . .	Athens, Greece.
Cohen, Salomon, Importer, Handan Han, 22, Stam. .	Constantinople, Turkey.
Coûteaux, Bernard, Aslan Han, Galata	Constantinople, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.

Enriquez, Clement, Importer	Bagdad, Turkey.
Eustathopoulo & Co., N., Exp., Arnopoulos Han, Stam.	Constantinople, Turkey.
Fils d'Abraham Nahman, Importers	Salonika, Greece.
Foerderer, Inc., Robert H., Mfrs. & Exp. Frankford	Philadelphia, U.S.A.
Fulias & Co., Importers, Abid Han, Galata	Constantinople, Turkey.
Haddad, Elias And., Importer	Beirut, Turkey.
Hananel, N. B., Imp. Meydandjik, Xantopoulos Han, Stam.	Constantinople, Turkey.
Jean Hauser, Mgr. Société Anonyme, pour l'Exportation & l'Importation, 18 Strada Lipscani	Bucharest, Roumania.
Kabbaz & Co., P. A., Importers	Aleppo, Turkey.
Lebet Frères & Cie., Importers, Germania Han, Stamb.	Constantinople, Turkey.
Maulwurf, Ed., Importer & Exporter	Salonika, Greece.
Matthews & Co., C. J., Mfrs. & Exp., 417, Arch. St. .	Philadelphia, U.S.A.
McNeely & Price, 170 N. 4th St., Mfrs. & Exp. . .	Philadelphia, U.S.A.
Millioris, François, Imp., Nomico Han, 23-24, Galata .	Constantinople, Turkey.
Modiano, F., & C.	Smyrna—Salonika.
Muller, Ch., Importer, 29 Apolo Street	Athens, Greece.
Peristiany & Frères, J. Th. Importers	Alexandretta, Turkey.
Sarantis Frères, 19, 20, Omar Abid Han, Galata . . .	Constantinople, Turkey.
Saul Amar, Importers Assicurazioni Generali Han, .	Constantinople, Turkey.
Serefas, D., Importer & Exporter	Salonika, Greece.
Sevastopoulos, A.D., Imp., Kutchuk Millet Han 14, Galata.	Constantinople, Turkey.
Sourlangas Fils, E. N., Imp., Kossova Han, Stamb. .	Constantinople, Turkey.
Sourlangas, Stylianos E., Manufacturer	Mitylene, Greece.
Stone, Timlow & Co., Manufacturer	Boston, U.S.A.
Tagger, J. H. Importer	Jaffa & Jerusalem, Turkey.
The Commercial Bank of Greece	Athens, Greece.
Vimos Brothers, Importers, 29 Nikis Str.	Athens, Greece.
Xanthos, C., Importer & Exporter	Salonika, Greece.

Licorice Root.

Abdul Kader Pasha el-Khedery, Exporter	Bagdad, Turkey.
Keun, Lavino & Co., Exporters	Smyrna, Turkey.
Mc Andrews & Forbes (Head Office for the Orient) Exp.	Smyrna, Turkey.
Mc Andrews & Forbes Co., Exporters	Bagdad, Turkey.

Light (in Fire-Proof Buildings).

David Luptons Sons Co., Mfrs. & Exprs., Allegheny Ave & Tulip St.	Philadelphia, U.S.A.
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Lighting Devices.

Avigdor, N. S., Inayet Han, 67, 68 Galata	Constantinople, Turkey.
Seferiades, S. A., Importers	Smyrna, Turkey.
Welsbach Co., Manufacturers & Exporters	Gloucester, N. J., U.S.A.

Liniments.

Curtis Brown Mfg. Co., Exporters, 215-217 Fulton St. .	New York, U.S.A.
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Linoleum and Oil Cloth.

Errera & Co., Ltd., Fils de G. E., Importers	Salonika, Greece.
Lazzaro Franco & Fils, Importers, Stamboul,	Constantinople, Turkey.
Picciotto & Co., Hillel, Importers	Aleppo, Turkey.

Lithographers.

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

Locks.

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

Locomotives.

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

Curtis & Brown Mfg., Co., Exporters, 215-217, Fulton St.	New York, U.S.A.
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Lumber.

Eugenides & Co., Eug., Arabian Han, Galata	Constantinople, Turkey.
Khouri Farrah, K. & B., Importers	Beirut, Turkey.
Serefas, D., Importer	Salonika, Greece.

Machinery.

Aperguis & Cie., N.A., Importers, Bahtiar Han, Galata	Constantinople, Turkey.
Balladur, Chas. P., Importer	Smyrna, Turkey.
Berk, Püttmann & Co., Importers	Bagdad, Turkey.
Chirin, Leon, M.E., Importer, Kenadjian, Han, Stamboul, Coenca Frères, Importers, 38 Ave. de la Sublime Porte, Stamboul	Constantinople, Turkey.
Demaras Bros, Importer, 4 Philellinou Street	Constantinople, Turkey.
Dizengoff, M., Importer	Athens, Greece.
Farquhar & Co., A.B., Manufacturers. & Exporters, Cotton Exchange Building	Jaffa, Turkey.
Frangakis Co., Exporters	New York, U.S.A.
Fairbanks Co., Exporters	Aleppo, Turkey.
Hauser, Jean, Mgr. Société Anonyme pour l'Exp. et l'Importation, Importers, 8 Strada Lipsani	Hamburg, 8, Germany.
Lebet Frères & Cie., Imp., Mahmoudié Han, Stamboul, .	Bucharest, Roumania.
Loutfalla, Georges, Importer	Constantinople, Turkey.
Lykiardopoulos Fils, A, Importer	Adana, Turkey.
Melissinos, Bernard, Importer	Mersina, Turkey.
Messayah, Joseph J., Importer	Piraeus, Greece.
Slocum, Avram & Slocum Inc., 30 Church St.	Bagdad, Turkey.
Sprout-Waldron Co., Flour, Meal & Feed Machinery, .	New York, U.S.A.
Vrioni, Pan. D., Importer 4 Dephes Street	Muncy, Pa., U.S.A.
Western Wheeled Scraper Co., Mfrs. & Exp. Aurora, .	Athens, Greece.
Zarifi, L., Importer, Hagopian Han, Galata,	Aurora, Ill, U.S.A.
	Constantinople, Turkey.

Machine Tools.

Fairbanks Co., The, Exporters	Hamburg, 8, Germany.
Niles-Bement-Pond Co., Exporters, 111 Broadway, .	New York, U.S.A.
Philaretos, C. G., & Co., Importer, 1 A Sophocles Str.	Athens, Greece.
Sellers & Co., Inc., William, Mfrs. & Exporters, 1600 Hamilton St.	Philadelphia, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.

Maize Oil.

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

Hellenique Wine & Spirit Co., Exporter	Athens, Greece.
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Mercantile Agencies.

Dun & Co., R. G.,	New York & Vienna.
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National Credit Corporation, Title & Trust Bldg. . . Chicago, U.S.A.
 Turco-American Agency, Enomotarchi Han, 16, Galata . . Constantinople, Turkey.

MERCHANTS (GENERAL).

Compte-Calix, J., & J. G. Saverio, 7 Rue Tcinar, Galata	Constantinople, Turkey.
Mouzalas, Basil A.	Mitylene, Greece.
Sourlangas, Stylianos E.	Mitylene, Greece.
Vassiliou, Pittacos A.	Mitylene, Greece.
Wönckhaus & Co., Robert	Bagdad, Turkey.

Metals (Tin, Zinc, etc.).

Bedrossian, Aram, N. Imp., Kutchuk Millet Han, Galata	Constantinople, Turkey.
Capayannides, G., Importer	Trebizond, Turkey.
Demaras Bros, Importers, 4 Philellinou Street.	Athens, Greece.
Iahiel, Isaac, Importer	Salonika, Greece.
Juna & Salmona, Importers	Salonika, Greece.
Haldéopoulos, N. P., Importers	Trebizond, Turkey.
Hanania, Joseph, Importers	Bagdad, Turkey.
Navarro, Is. J., Importer	Salonika, Greece.
Philaretos, C. G. & Co., Importer, 1A Sophocles Str.	Athens, Greece.
The Commercial Bank of Greece	Athens, Greece.

METAL SHAPES (PRESSED).

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

MILLS AND MILLING MACHINERY.

Filipakis, Geo. Is.,	Adalia, Turkey.
Sprout-Waldron Co., Mfrs. & Engineers	Muncy, Pa., U.S.A.
The M. B. Farrin Lumber Co.	Cincinnati, U.S.A.

MINERALS.

Keun, Lavino & Co., Exporters	Smyrna, Turkey.
Magnifico, E. A., Exporter	Smyrna, Turkey.
Iahiel, Isaac I., Exporter	Salonika, Greece.
Vafiadachi, M. & A, Exporters	Smyrna, Turkey.

MINERAL OILS.

Coûteux, Bernard, Aslan Han, Galata Constantinople, Turkey.

MORTAR STAINS.

Pecora Paint Co., Mfrs. & Ex., 4th & Venango Sts. . Philadelphia, U.S.A.

MOTHER OF PEARL.

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

MOTOR BOATS AND MOTORS.

Aperguis & Co., N. A., Im., Bahtiar Han, Galata,	Constantinople, Turkey.
Waterloo Gasoline Engine Co., Manufacturers.	Waterloo, Iowa, U.S.A.
Wilcox McKim Company	Saginaw, Michigan, U.S.A.
Wolverine Motor Works, Manufacturers	Bridgeport, Conn., U.S.A.

MOTOR TRUCKS.

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

MUSICAL INSTRUMENTS.

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

Nails (Wire).

Essayan & Frères, Hagop, Imp., Sirkedji, 47, Stamboul.	Constantinople, Turkey.
United States Steel Products Co., Exp., 30 Church St.	New York, U.S.A.

Naval Stores.

Demaras Brothers, Exporters	Athens, Greece.
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Nuts and Seeds.

Alexandrides, P. & N., Exporters	Kerassund, Turkey.
Barff & Co., Ltd., P. G., Exporters	Smyrna, Turkey.
Cacoulides, G. N., Exporter	Trebizond, Turkey.
Cherry, Louis D., Importer, 52 S. 60th St.	Philadelphia, U.S.A.
Elisha, Nessim, Exporter	Bagdad, Turkey.
Fidao & Co., F., Exporters	Smyrna, Turkey.
Scialom, Fils de Jacob, Exporters	Salonika, Greece.
Habicht, Braun & Co., Hudson & Laight Strs.	New York, U.S.A.
Hadjopoulos, & Sperco, Inc., Importers, 29 Broadway .	New York, U.S.A.
Haldéopoulos, N. P., Exporter	Trebizond, Turkey.
The Hills Bros. Co., Imp., Beach & Washington Sts.	New York, U.S.A.
Hochstrasser & Co., Exporters	Trebizond, Turkey.
Hochstrasser & Co., Exporters	Samsoun, Turkey.
Holstein, Herm, A., Exporter, Allalemdji Han, Stamboul .	Constantinople, Turkey.
Jaburg Bros., 1 & 3 Worth Street, Importers	New York, U.S.A.
Kabbaz & Co., P. A., Exporters	Aleppo, Turkey.
Keun, Lavino, & Co., Exporters	Smyrna, Turkey.
Maghak, Fathalla D., Exporter	Bagdad, Turkey.
Mahokian, A., Exporter	Trebizond, Turkey.
Manachy, Lorenzo Y., Exporter	Aleppo, Turkey.
Pastene & Co., Inc., P., 148-150 Franklin Street	New York, U.S.A.
Reggio, Abel, Importer, 105, Hudson Street	New York, U.S.A.
Reggio & Co., Ant., Exporters	Smyrna, Turkey.
Spathopoulos Frères, P., Exporters	Kerassund, Turkey.
Scialom & Co., Albert, Exporters	Salonika, Greece.
Spencer Importing and Trading Co., Importers, 163 Greenwich Str.	New York, U.S.A.
Tatian, A., Importer, 23 Central St., Room 8	Boston, U.S.A.
The Levant Products Trading Co., Imp., 38-40 W. 32d St. .	New York, U.S.A.
United Confectioners Supply Co., Imp., Greenwich St. .	New York, U.S.A.
Warde, Nassan & Co., Exporters, (Apricot Stones)	Beirut, Turkey.

Oak.

The M. B. Farrin Lumber Co.	Cincinnati, U.S.A.
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Office Supplies.

Papaspyro, Alexander, Importer, Stadium Str.	Athens, Greece.
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Oak Flooring and Interior Firm.**Oils (Lubricating, etc.).**

Aliferis, G., Importer, 37 Praxiteles Street	Athens, Greece.
Audi & Frères S., Importers	Beirut, Turkey.
Baldwin, Theo. A., Importer	Brussa, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Canzuch, Ferdinand, Importer	Constantinople, Turkey.
Crew-Levick Company, Refiners & Exporters	Philadelphia, U.S.A.

Demaras Bros, Importer, 4 Philellinou Str.	Athens, Greece.
Frangakis, Ant. Ch., Importer	Aleppo, Turkey.
Franghakis & Sinnossoglou, Importers	Adana, Turkey.
Hauser, Jean, Mgr., Société Anonyme pour l'Importation et l'Exportation, 18 Strada Lipsani	Bucharest, Roumania.
Juda & Salmona, Importers	Salonika, Greece.
Lebet Frères & Cie., Imp., Germania Han, Stamboul	Constantinople, Turkey.
Loutfalla, Georges, Importer	Adana, Turkey.
Mattéossian, Leon, Importer, Roman Han, Galata	Constantinople, Turkey.
Melissinos, Bernard, Importer,	Piraeus, Greece.
Millioris, François, Imp., Nomico Han 23, 24, Galata	Constantinople, Turkey.
Pharaon, Issa, Schoucair & Co., Imp., Mineral Oils	Beirut, Turkey.
Tasartez & Barzilai, Imp., 4 Tohafdji Han, Stamboul	Constantinople, Turkey.
Vacuum Oil Co., Exporters	Rochester, N. Y., U.S.A.
Vacuum Oil Co., Exporters	Jaffa, Turkey.
Vacuum Oil Co., Exporters	Beirut, Turkey.
Standard Oil Co. of New York	Constantinople, Turkey.
Vafiades, V., Importer	Trebizond, Turkey.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.
Zarifi, L., Exporter, Agopian Han, Galata	Constantinople, Turkey.

Oils Sulphite.

Demaras Bros., Exporters	Athens, Greece.
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Oil Tank Trucks.

Whichita Falls Motor Co., Mfrs. & Exporters	Wichita Falls, Tex., U.S.A.
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Oleo Oil.

Amar & Cie., S., Imprs., Validé Sultan Han, Stamboul,	Constantinople, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Canzuch, Ferd., Importer	Constantinople, Turkey.
Cariciopoulos, Marc C., Imp., 12 Ibrahim, Rifaat Han, Glt.	Constantinople, Turkey.
Chachaty Bros., Importers	Mersina, Turkey.
Eustathopoulos & Co., N. Imp., Arnopoulou Han, Stamb.	Constantinople, Turkey.
Féradian, K., Importer, Alyanak Han, Stamboul	Constantinople, Turkey.
Frankfort, M., Exporter 200, Produce Exchange	New York, U.S.A.
Fulias & Co., Importers, Abid Han, Galata	Constantinople, Turkey.
Hammer & Hirzel, Imprs., Buyuk Yeni Han, Stamboul	Constantinople, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Klonski, A. H., Importer	Hebron, Turkey.
Millioris, François, Imp., Nomico Han 23, 24, Galata	Constantinople, Turkey.
Molho, Isaac, Importer	Salonika, Greece.
Navarro, Em. Is., Importer	Salonika, Greece.
Pharaon, Issa, Schoucair & Co., Importers	Beirut, Turkey.
Sarantis Frères, Imp., 19, 20 Omar Abid Han, Galata	Constantinople, Turkey.
Slocum, Avram & Slocum, Inc., 30 Church Street	New York, U.S.A.
Sourlangas Fils, E.N., Imp., Kossova Han, Stamboul	Constantinople, Turkey.
Suffern & Co., Exporters, 90-96 Wall St.	New York, U.S.A.
Tasartez & Barzilai, Imp., Tohafdji Han, Stamboul	Constantinople, Turkey.
Tiano, Henri, Importer	Salonika, Greece.
Xanthos, C., Importer	Salonika, Greece.
Zarifi, L., Importer, Agopian Han, Galata	Constantinople, Turkey.
Zelvéian, M. & K. S., Importers	Constantinople, Turkey.

Olives and Olive Oil.

Barff & Co., P. G., Exporters	Smryna, Turkey.
Chamarakis, E. D., Exporter	Rethymno, Crete, Greece.
Cherry, Louis D., Importer, 52 S. 60th St.	Philadelphia, U.S.A.
Demaras Brothers, Exporters	Athens, Greece.
Fidao & Co., F., Exporters	Smyrna, Turkey.
Hadjopoulos & Sperco, Inc., Importers, 29 Broadway .	New York, U.S.A.
Keun, Lavino & Co., Exporters	Smyrna, Turkey.
Pastene & Co., Inc., P., Importers 148-150 Franklin St. .	New York, U.S.A.
Reggio & Co., Ant., Exporters	Smyrna, Turkey.

Opium.

Fidao & Co., F., Exporters	Smyrna, Turkey.
Gulbenkian Bros. & Co., Exp., Gulbenkian Han, Stamb.	Constantinople, Turkey.
Holstein, Herm. A., Exp., Allalemdji Han, Stamboul .	Constantinople, Turkey.
Ihmsen & Cie., Exporters, Rue Findjandjilar Stamboul	Constantinople, Turkey.
Keun, Lavino & Co., Exporters	Smyrna, Turkey.
Lane, R. W., Exporter	Smyrna, Turkey.
Reggio & Co., Ant., Exporters	Smyrna, Turkey.
Scialom & Cie., Albert, Exporters	Salonika, Greece.
Scialom, Fils de Jacob, Exporters	Salonika, Greece.
Topuz, Jean A., Exporter	Salonika, Greece.

Optical Goods.

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

Holstein, Herm. A., Exp., Allalemdji Han, Stamboul .	Constantinople, Turkey.
Ihmsen & Co., Exp., Rue Findjandjilar, Stamboul .	Constantinople, Turkey.

Packers.

Psalty, Altyndji Daïré, Pera	Constantinople, Turkey.
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Paints Enamels and Varnishes.

Blum & Levy, Importers	Jerusalem, Turkey.
Franghakis & Sinnossoglou, Importers	Adana, Turkey.
Kabbaz & Co., Importers	Aleppo, Turkey.
Pecora Paint Co., Manufacturers & Exporters, 4th & Venago Sts.	Philadelphia, U.S.A.

Papers.

Schapira, J. M., Importer, 21 Colocotroni Str.	Athens, Greece.
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Patent Medicines-See Drugs.**Peas.**

Fowler & Black, Imprs., 204 Metropolitan Bank Bldg. .	New Orleans, La., U.S.A.
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Perfumery.

Société Commerciale du Levant, Importers	Salonika, Greece.
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Petroleum.

Canzuch, Ferdinand, F., Importer	Constantinople, Turkey.
Crew-Levick Co., Refiners & Producers, Land Title Bldg.	Philadelphia, U.S.A.
Florian, R., Mgr. Romano-Americano	Bucharest, Roumania.
Kaul, Wilhelm Franz, Importer	Angora, Turkey.
Lykiardopoulos Fils, A., Importers	Mersina, Turkey.

Philipou, A., Importer	Vanina, Greece.
Standard Oil Co., of New York	Constantinople, Turkey.
Vacuum Oil Co., Exporters	Rochester, N. Y. U.S.A.
Vacuum Oil Co., Importers	Beirut, Turkey.
Vacuum Oil Co., Importers	Jaffa, Turkey.

Pitch.

Birrett Mfg. Go., Exporters, Morris Bldg.	Philadelphia, U.S.A.
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Physicians and Dentists.

Brautman, Sylvan, Physician and Dentist	Salonika, Greece.
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Pianos, Piano Players.

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

Kabbaz & Co., P. A.. Exporters	Aleppo, Turkey.
Mégarbané, G. H., Exporter	Aintab, Turkey.
Mégarbané & Fils, Habib, Exporters	Aleppo, Turkey.
Obégi & Cie., Charles, Exporters	Aintab, Turkey.

Pipes (Gas, Water, etc.).

Matteossian, Leon, Importer, Roman Han, Galata . .	Constantinople, Turkey.
United States Steel Products Co., Exp., 30 Church St.,	New York, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata . .	Constantinople, Turkey.

Pipe Tools.

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

The United States Playing Card Co., Mfrs. & Exp. .	Cincinnati, Ohio, U.S.A.
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Poplar

The M. B. Farrin Lumber Co.	Cincinnati, U.S.A.
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Poppy Seeds.

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

American Advertising Co., 45 Rue Kabristan, Pera . .	Constantinople, Turkey.
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Printing and Printers Requisites.

American Press, The, Importers	Beirut, Turkey.
Mann Co., Wm., Exporters 529 Market St.	Philadelphia, U.S.A.
Matteossian, Vahan H., Imp., Am. Bible House, Stamboul	Constantinople, Turkey.
American Advertising Co., 45 Rue Kabristan, Pera . .	Smyrna—Salonika.

Printing Paper.

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

Publishers.

National Credit Corporation, Title & Trust Bldg. . .	Chicago, U.S.A.
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Pulleys and Pressed Metal Shapes.

American Pulley Co., The, Mfrs. & Exps.,29th & Bristol St.	Philadelphia, U.S.A.
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Pumps.

Altizoglou Fils J., Importers	Mersina, Turkey.
Avedessian & Kechichian, Importers	Adana, Turkey.
Flint & Walling Mfg. Co., Exporters	Kendallville, Ind., U.S.A.
Frangakis, Ant. Ch., Importer	Aleppo, Turkey.
Frangakis & Sinnossoglou, Importers	Adana, Turkey.
Loutfalla, eGorge, Importer	Adana, Turkey.
Matteossian, Leon, Roman Han, Galata	Constantinople, Turkey.
Melissinos, Bernard, Importer	Piraeus, Greece.
Rumsey & Co., Ltd.. Exporters	Seneca Falls, N.Y., U.S.A.
Southwark Foundry & Machine Co., Mfrs. & Exp.	Philadelphia, U.S.A.

Railway Material.

Baldwin Locomotive Works, Mfrs. & Exporters	Philadelphia, U.S.A.
Brill Co., The G. J., Mfrs. & Exporters	Philadelphia, U.S.A.
Essayan & Frères, Hagop, Imp., Sirkedji 46, Stamboul .	Constantinople, Turkey.
Standard Steel Works Co., Tires, Wheels, etc., Morris Bldg.	Philadelphia, U.S.A.
United States Steel Products Co., Mfrs. & Exp., 30 Church St.	New York, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata	Constantinople, Turkey.

Razors and Blades.

Gilette Safety Razor	Boston, U.S.A.
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Road Making Machinery.

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

Barrett Mfg. Co., Mfrs. Exporters, Morris Bldg.	Philadelphia, U.S.A.
Joohns-Mauville, H. W., Co., Madison Ave., 841st.	New York, U.S.A.

Rubber Goods.

Arévian, Aram, Importer, Tépé Bachi 37, Pera	Constantinople, Turkey.
Canzuch, Ferdinand, Importer	Constantinople, Turkey.
Damiani, Barnabé, Importer	Jerusalem, Turkey.
Hananel, N. B., Importer, Ekbérié Han, Tarakdjilar, Stb.	Constantinople, Turkey.
Hindié Frères, Importers	Aleppo, Turkey.
Orosdi-Back, Etablissements, Importers	Constantinople, Turkey.
Quaker City Rubber Co., Mfrs. & Exp., 629 Market St.	Philadelphia, U.S.A.
Sevastopoulos, A.D., Imp., Kutchuk Millet Han, 14 Gal.	Constantinople, Turkey.
Varbetian, L. & L., Importers	Smyrna, Turkey.

Safes.

Audi & Frères, G., Importers	Beirut, Turkey.
Frangakis, Ant. S., Importers	Aleppo, Turkey.
York Safe & Lock Co., Mfrs. & Exp., 55 Maiden Lane, .	New York, U.S.A.

Saffron.

Scialom & Co., Albert, Exporters	Salonika, Greece.
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Saw Mill Machinery.

Farquhar, & Co., A. B., Exp., Cotton Exchange Bldg. .	New York, U.S.A.
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Sesame Seed.

Bozadjian, Mihran, Exporter	Adana, Turkey.
Eustratiades, Alex. N., Exporter	Smyrna, Turkey.
Filipakis, George Is., Exporter	Adalia, Turkey.
Simeonoglou, Aristides, Exporter	Adana, Turkey.

Sesame Seed Oil.

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

Sewing Machines.

Bourn & Co. (The, Singer Mfg., Co.,)	Salonika, Greece.
Fleminger, Isidor, c/o Singer Mfg. Co.	Athens, Greece.
Kevork Skender, K. & D., Importers	Bagdad, Turkey.
Lambichi, M. E., Importer	Smyrna, Turkey.
Sadullah, R. Levy & Mandil, Imp., Mahmoud Pacha, St. .	Constantinople, Turkey.
Singer Manufacturing Co., Importers	Constantinople, Turkey.
" " " " "	Beirut, Turkey.

Shipping & Shipping Agents.

Achaia S. S. Co.,	Patras, Greece.
Alevra, D. G.	Smyrna, Turkey.
Aligranti, Victor, Véni Han, Sirkedji, Stamboul . . .	Constantinople, Turkey.
American Express Co., 17, Piazza Nunziata	Genoa, Italy.
Archipelago American Steamship Co.	Beirut, Turkey.
" " " " "	Constantinople, Turkey.
" " " " "	Smyrna, Turkey.
Artus, Jean	Mersina, Turkey.
Barff & Co., P. G.	Smyrna, Turkey.
Chamarakis, E. D.	Rethymno, Crete, Greece.
Chariatis, D. E.,	Salonika, Greece.
Citterich, V.	Salonika, Greece.
Curmusi, Theo. N., (Austro-American & Achaia S. S. Co.)	Constantinople, Turkey.
Eliades & Mouka	Smyrna, Turkey.
Farwagi, E. & Fils	Jaffa, Turkey.
Fenerdjian, M. A., & Co., 8, 9, Sadekié Han, Stamboul	Jaffa, Turkey.
Filipakis, George Is.	Constantinople, Turkey.
"Gradiwo" Société Commerciale par Actions	Salonika, Greece.
Cauchi, Fratelli	Varna, Bulgaria.
Gholman Bros.,	Salonika, Greece.
Hancock & Wood	Athens, Greece.
Hochstrasser & Co.	Patras, Greece.
" " " " "	Trebizond, Turkey.
Keller, Theodor E., Mgr. of Fulias & Co.	Belgrade, Servia.
Kuebler, Jona	Athens, Greece.
Khouri Farra, G. & A.	Jaffa, Turkey.
Levante-Kontor, m. b. H., Tchinili Rihtim Han, Galata .	Beirut, Turkey.
Mavrommatti, André	Constantinople, Turkey.
Maulwurf, Ed.,	Mersina, Turkey.
Molho, Isaac	Salonika, Greece.
Nahama & Co.	Salonika, Greece.
Philippou, A.	Salonika, Greece.
Phostiropoulo Frères	Yanina, Greece.
Reppen, Theo., Arabian Han, Galata.	Trebizond, Turkey.
Theodoridi & Co.	Constantinople, Turkey.
Vuccino, Camille, Merkez Rihtim Han, Galata	Braila, Roumania.
" " " " "	Constantinople, Turkey.

Shoe Polish (Polishing Sets, etc.).

Shinola Co., The, Manufacturers & Exporters	Rochester, N.Y., U.S.A.
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Silicate of Soda & Heavy Chemicals.

Philadelphia Quartz Co., Exporters, 121 S. 2d St. Philadelphia, U.S.A.

Silk.

Belart-Lanz, J., Exporter, Ihsan Bey Han, Stamboul . . . Constantinople, Turkey.
Fulias & Co., Exporters, Abid Han, Galata Constantinople, Turkey.

Silk Goods.

Maghak, Fat. D., Importer Bagdad, Turkey.
Mosseri, Albert, Importer Salonika, Greece.

Silver Ware.

Kroubalkian, Kh., Imp., Buyuk Tunnel Han, Galata . . . Constantinople, Turkey.
Melki & Menassah, Importers Beirut, Turkey.

Skates (Roller and Ice).

Samuel Winslow Skate Manufacturing Co., Exporters . . Worcester, Mass., U.S.A.

Skins, Hides and Furs.

Abdul Kader Pasha El-Khedery, Exporter Bagdad, Turkey.
Arsen & Co., Exporters, Gulbenkian Han, Stamboul . . Constantinople, Turkey.
Austro-Oriental Trading Co., Ltd., Exporters Bagdad, Turkey.
Berk, Püttmann & Co., Exporters Bagdad, Turkey.
Beythoum, Jeboury, Exporter Bagdad, Turkey.
Blattner, Andrew Constantinople, Turkey.
Chachaty Frères, Exporters Mersina, Turkey.
Coenca Frères, Exp., 38 Ave. de la Sublime Porte, Stb. . Constantinople, Turkey.
Essefian, Parsegh G., Exp., Khorassandji Han, Stambl. . Constantinople, Turkey.
Fresco, Fils d'Aslan, Exporters, Manoukian Han 1-5, Gal. Constantinople, Turkey.
Gelat, Elias Thomas, Exporter (Sheep & Goat) Jerusalem, Turkey.
Hanania & Son, Joseph, Exporters Bagdad, Turkey.
Hecht, Emil, Imp. & Exp., Angora Han, Stamboul . . Constantinople, Turkey.
Ihmsen & Co., Rue Findjandjilar, Stamboul Constantinople, Turkey.
Kevork Skender, K. & D. Exporters Bagdad, Turkey.
Klonski, A. H., Exporter Hebron, Turkey.
Mahokian, A., Exporter Trebizond, Turkey.
Maissa, M. G., Exporter Salonika, Greece.
Manuelian & Co., H., Exporters Mersina, Turkey.
Maulwurf, Ed., Exporter Salonika, Greece.
Messayeh, Joseph J., Exporter Bagdad, Turkey.
Modiano, Saul Is., Exporter Salonika, Greece.
Nemli Zadé Frères, Exporters Trebizond, Turkey.
Rappaport, J. M., Importer, 101 Beekman St. New York, U. S. A.
Serefas, D., Exporter Salonika, Greece.
Sarfati, Joseph, Exp., Germania Han, 10, 12, Stamb. . Constantinople, Turkey.
Sasoon & Co., David, Exporters Bagdad, Turkey.
Schamasch, Gourgie & Co., Exporters Bagdad, Turkey.
Stone, Timlow & Co., Importers Boston, U.S.A.
Tagger, J. H., Importers & Exporters Jaffa & Jerusalem, Turkey.
Tatian, A., Importer, 23 Central St., Room 8 Boston, U.S.A.
Xanthos, C., Exporter Salonika, Greece.

Soap.

Louisville Cotton Oil Co., Mfrs. & Exporters Louisville, Ky., U.S.A.
Modiano Frères & Fils, Isaac, Importers Salonika, Greece.

Modiano & Co., Levy V., Importers	Salonika, Greece.
Procter & Gamble Co., Manufacturers & Exporters . .	Cincinnati, U.S.A.
Vimos Brothers, Importers, 49 Nikis Street	Athens, Greece.

Starch.

Corn Products Refining Co., National Starch Co., Exp.,	New York, U.S.A.
Errera, Isaac G., Importer	Salonika, Greece.
Fils d'Abraham Nahman, Importers	Salonika, Greece.
Modiana, F., & Co.,	Constantinople, Turkey.

Stationery.

Errera & Co., Ltd., Fils de G. A., Importers	Salonika, Greece.
Hassid & Co., A. M., Importers	Salonika, Greece.
Mann Co., Wm., Exporters, 529 Market St.,	Philadelphia, U.S.A.
Matteossian, V. H., Importer, American Bible House, St.	Constantinople, Turkey.
Modiano Frères & Fils, Isaac, Importers	Salonika, Greece.
Siev Bros., Importers	Jerusalem, Turkey.
Société Commerciale du Levant, Importers	Salonika, Greece.

Stone Handling Machinery.

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

West Electric Hair Curler Co., Exprs., 45 S. Front St., .	Philadelphia, U.S.A.
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Tanning Materials.

Spike, Clarence H., Importer, 143 Federal St.,	Boston, U.S.A.
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Tarpaulins.

Sebastopoulo, A.D., Imp., Kutchuk Millet Han 14, Gal., .	Constantinople, Turkey.
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Telegraph Service.

Western Union Cable System, Via Marina Nuova 14-18 .	Naples, Italy.
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Telephone Supplies.

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

Timber.

The Commercial Bank of Greece	Athens, Greece.
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Tobacco.

Adamopoulos, A. C., Exporter	Smyrna, Turkey.
American Tobacco Co., Exporters	Salonika, Greece.
American Tobacco Co., Exporters	Smyrna, Turkey.
Coenca Frères, Exp. 38 Ave. de la Sublime Porte, Stamb.	Constantinople, Turkey.
Eustratiades, Alex. N., Exporter	Smyrna, Turkey.
Herzog & Co., M. L., Exporters	Cavalla, Greece.
Macedonian Tobacco Co., The, Exporters	Cavalla, Greece.
Mayer & Co., N., Exporters	Cavalla, Greece.
Naxiades N., & Coufoudis N.	Athens, Greece.
Oriental Tobacco Trading Co., Ltd., Exporters . . .	Salonika, Greece.
Pirocacco, Christo, Exporter	Smyrna, Turkey.

Schninasi Bros., Exporters	Cavalla, Grecce.
Serefas, Dim., Exporter	Salonika, Greece.
Tatian A., Importer, 23. Central St., Room 8	Boston, U. S. A.
The Turkish Tobacco Export Co., Exporters	Cavalla, Greece.
The Levant Products Trading Co., Imp., 38-40, W. 32 St.	New York, U.S.A.

Toilet Articles.

Arevian, Aram, Importer, Tépé Bachi 37, Pera	Constantinople, Turkey.
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Tools.

Disston & Sons, Henry, Mfrs. & Exps., P. O. B. 1537 . . .	Philadelphia, U.S.A.
McCaffrey File Co., 5th & Berk Sts., Mfrs. & Exporters . . .	Philadelphia, U.S.A.

Tooth Powder.

Curtis & Brown Mfg. Co., Exprs., 215-217 Fulton St.	New York, U.S.A.
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Travel Bureau.

Bureau of University Travel, 31 Trinity Place	Boston, Mass. U.S.A.
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Typewriters and Supplies.

Abramovitz, Leon P., Importer, Calea Calaraslior 41 . . .	Bucharest, Roumania.
Cofinas, G. N., (Agts. for Greece "Royal Typewriter Co") 37 Praxitelens Street	Athens, Greece.
Hammond Typewriter Co.. 69th to 70 Sts., East River . . .	New York, U.S.A.
Kroubalkian, Khosrof, Royal Typewriter Co. of New York, Buyuk Tunnel Han, Galata	Constantinople, Turkey.
Lambichi, M. E., Importer	Smyrna, Turkey.
Monarch Visible Typewriter Co.	New York, U.S.A.
Papaspyro, Alexander, Importer, Stadium Street	Athens, Greece.
Remington Typewriter Co.	New York, U.S.A.
Spike, Clarence H., Exporter 2d Hand Machines, 143 Federal St.	Boston, U.S.A.

Umbrellas.

Trad, P. & M., Manufacturers	Beirut, Turkey.
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Undertakers.

Rubin, Samuel	Jerusalem, Turkey.
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Vegetables (Dried).

Hadjopoulos, & Sperco, Inc., Imprs., 29 Broadway, . . .	New York, U.S.A.
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Ventilation (in Fire-Proof Buildings).

David Lupton's Sons Co., Allegheny Ave. & Tulip St., Philadelphia, U.S.A.

Watches.

Keystone Watch Case Co., Exprs., Pickhuben, I	Hamburg, Germany.
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Wind Mills.

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

Wines and Liquors.

Audi & Frères, S., Importers	Beirut, Turkey.
Barbaresso Brothers, Mfrs. & Exporters	Piraeus, Greece.
Bedrossian, Aram N., Imp., Kutchuk Millet Han, Gal., . . .	Constantinople, Turkey

Cambas, André P., Exporter	Athens, Greece.
Cofinas, G. N., Importer, 37 Praxiteleus Street	Athens, Greece.
Enriquez Clement, Importer	Bagdad, Turkey.
Hellenique Wine & Sprit Co., Exporter	Athens, Greece.
Metaxa, S. & E. & A., Mfrs. & Exporters	Piraeus, Greece.
Pastene & Co., Inc., P., 148-150 Franklin Street,	New York, U.S.A.
Pouris, Milton, Exporter	Piraeus, Greece.
Reggio & Co., Ant., Importers	Smyrna, Turkey.
Sadullah, Robert Levy & Mandil, Impr., Stamboul,	Constantinople, Turkey.
Schamasch, Gourgie & Co., Importers	Bagdad, Turkey.
Sciaky & Co., V., Exporters	Salonika, Greece.
Rotschild, Zalel, Importer & Exporter	Jerusalem, Turkey.

Wire (barbed, plain, etc.).

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

Abdul Kader Pasha El-Khedery, Exporter	Bagdad, Turkey.
Arsen & Co., A.G., Exprs., Gulbenkian Han, Stamb., .	Constantinople, Turkey.
Asfar & Co., Pressing Factory and Exporters	Bagdad, Turkey.
Austro-Oriental Trading Co., Ltd., Exporters	Bagdad, Turkey.
Berk, Püttmann & Co., Exporters	Bagdad, Turkey.
Chachaty Frères, Exporter	Mersina, Turkey.
Elishaa, Nessim, Exporter	Bagdad, Turkey.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . .	Constantinople, Turkey.
Gulbenkian Bros. & Co., Exporters, Stamboul . . .	Constantinople, Turkey.
Hadjopoulos, & Sperco, Inc., Impr., 29 Broadway,	New York, U.S.A.
Hecht, Emil, Exporter, Angora Han, Stamboul . . .	Constantinople, Turkey.
Hindié, Elias, Exporter	Aleppo, Turkey.
Holstein, Herm. A., Exp., Allalemdji Han, Stamb., .	Constantinople, Turkey.
Ihmsen & Co., Exprs., Rue Findjandjilar, Stamboul,	Constantinople, Turkey.
Jeboury, Bethoum, Exporters	Bagdad, Turkey.
Kaul, Wilhelm Franz, Importer	Angora,
Keun, Lavino & Co., Exporters	Smyrna, Turkey.
Kevork Skender, K. & D., Exporters	Bagdad, Turkey.
Klonsky, A. H., Exporter	Hebron, Turkey.
Marcopoli & Co., V., Exporters	Aleppo, Turkey.
Manachy, Lorenzo Y., Exporter	Aleppo, Turkey.
Manuelian & Co., H., Exporters	Mersina, Turkey.
Maulwurf, E., Exporter	Salonika, Greece.
Mégarbané & Fils, Habib, Exporters	Aleppo, Turkey.
Mosseri, Albert, Exporter	Salonika, Greece.
Muller, Ch., Importer, 29 Apolo Street	Athens, Greece.
Obégi & Co., Charles, Exporters	Aintab, Turkey.
Oriental Skin Co., Exprs., Khorassandji Han, Stamb.,	Constantinople, Turkey.
Rappaport, J. M., Importer, 101 Beekman St.	New York, U.S.A.
Sarfati Barouh, Exporter	Salonika, Greece.
Sassoon & Co., Ltd., David, Exporters	Bagdad, Turkey.
Schamasch, Gourgie & Co., Exporters	Bagdad, Turkey.
Serefas, D., Exporter	Salonika, Greece.
Stone, Timlow & Co., Importers	Boston, U.S.A.
Tagger, J. H., Exporters	Jaffa & Jerusalem, Turkey.
Tatian A., Importer, 23 Central St., Room 8	Boston, U. S. A.

Vimos Brothers, 29 Nikis Street	Athens, Greece.
Warde, Naasan & Co., Exporters	Beirut, Turkey.
Zélveian, M. & K. S., Exporters	Constantinople, Turkey.

Woolen Goods.

Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.
Muller, Ch., Importer, 29 Apolo Street	Athens, Greece.
Schued & Co. Importers	Aleppo, Turkey.

Individual Members.

Aaronshon, Aaron, Agricultural Experiment Station	Haifa, Turkey.
Banning, Hubert, 140 Nassau St.	New York, U. S. A.
Barbaresso, Sp., Manufacturers	Piraeus, Greece.
Barr, Samuel	Athens, Greece.
Bishop, Harold E., Mgr. of the St. Oil Co., for Syria	Alexandretta.
Bowen, Marcellus, American Bible Society Stamboul	Constantinople, Turkey.
Brown, J. Wylie, 38, 39 Minerva Han, Galata	Constantinople, Turkey.
Calvert, F. R. J.	Dardanelles, Turkey.
Charalambis, N. M.,	Piraeus, Greece.
Damon, Theron J., Journalist	Constantinople, Turkey.
Davis, D. Alton, Sec'y, Y. M. C. A.	Constantinople, Turkey.
Demaras, Emanuel, 4 Philelinou Street	Athens, Greece.
Doucarelis, Aristides M.	Mitylene, Greece.
Efstratiou, Apostolos, English Stores Proprietor	Mitylene, Greece.
Eulambios, N., c/o National Bank of Greece	Athens, Greece.
Heizer, Oscar S., American Consular Service	Constantinople, Turkey.
Hill, Arthur E., Mgr. Standard Oil Co.	Salonika, Greece.
Hodge Hill, Bert, American School	Athens, Greece.
Jackson, Jesse B., American Consular Service	Aleppo, Turkey.
Jewett, Milo A., American Consular Service	Kehl, Baden.
Judelsohn, Montefiore, American Student Interpreter,	Constantinople, Turkey.
Keller, Theodor E., Mgr. Fulias & Co., Rue Xenophon,	Athens, Greece.
Lapin, Aaron	Jaffa, Turkey.
Lapin & Hurwitz	Jaffa, Turkey.
Leavitt, Arthur H., American Embassy	Constantinople.
Memminger, Lucien, American Consular Service	Rouen, France.
Metaxa, A.,	Piraeus, Greece.
Nathan, Edward I., American Consular Service	Mersina, Turkey.
Northrup, Alfred S., American Consular Service	Trebizond, Turkey.
Odell, Ralph, M., U. S. Commercial Agent	Washington, D.C., U.S.A.
Papafrango, Sp., c/o National Bank of Greece	Athens, Greece.
Peet, W. W., Treasurer, American Missions	Constantinople, Turkey.
Ravndal, G. Bie, American Consular Service	Constantinople, Turkey.
Retsina, Athanas, Manufacturers	Athens, Greece.
Richarz, C., American Consular Service	Bagdad, Turkey.
Supplee, Wm. W., 4102 Walnut St.	Philadelphia, U. S. A.
Thomas, Lucien Irving, Standard Oil Co.	Constantinople, Turkey.

Tompkins, V. D., Engineer Robert College	Constantinople.
Walker, Archbold, Standard Oil Co.	Bourgas, Bulgaria.
Weddell, Alexander, W., American Consul General .	Athens, Greece.
Whitehouse, Sheldon, Sec. American Legation . .	Athens, Greece.
Wolfe, Archibald J., 6 St. Charles Place	Brooklyn, N. Y. U.S.A.

Summary of Members by District.

Adalia	1	Jerusalem	21
Aden	3	Konia	1
Aleppo	16	Mersina	19
Angora	1	Mitylene	6
Athens	38	Patras	6
Bagdad	25	Persia	1
Beirut	30	Piraeus	7
Broussa	1	Roumania	4
Bulgaria	5	Salonika	49
Constantinople	115	Smyrna	39
Crete	2	Trebizond	22
Dardanelles	2	United States of America . .	134
Germany	2	Yanina	2
Harput	1	Other nations	8
		Total	561

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

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

