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19736  
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## Le Système Européen des Ports Francs.

EN vue de la discussion actuelle concernant l'opportunité de créer un port franc à Constantinople, à Salonique, à Bourgas etc., il est intéressant d'apprendre à quelle conclusion est arrivé le Comité de la Section du Commerce Etranger, Association des Négociants de New York. On projette aussi, dans cette dernière ville, l'établissement d'un port franc, et "l'Association des Négociants" vient de publier un résumé du rapport significatif de M. Philip B. Kennedy à ce propos :

Lorsque la ville de Hambourg entra dans l'Union Douanière Allemande de 1888, elle inaugura du coup l'administration de son port franc qui était en voie de construction depuis cinq ans. Le port franc est situé sur la rivière Elbe, aboutit directement à la ville (qui, elle, est distante de quelque 65 lieues de la mer) et comprend la rivière tout entière d'Altona au Pont Elbe, c'est-à-dire une étendue de cinq lieues. La partie terre de cette zone était occupée en 1888 par 16.000 habitants, qui furent obligés de l'évacuer lorsque l'Etat condamna la contrée. Le port franc possède 1325 acres de terrain sec aussi bien que 1370 acres de mer, le tout étant séparé de la côte par un canal et des palissades flottantes. Les entrées donnant sur la ville et sur les parties supérieures et inférieures de l'Elbe sont gardées par des stations douanières.

Dans le port franc lui-même, les marchandises sont déchargées, emmagasinées, emballées, mélangées, maniées ou fabriquées avec autant de liberté que si les fonctionnaires de la douane étaient une race inconnue du commerce. Il y a une manière intéressante de conduire les vaisseaux jusqu'au port franc par voie de la rivière. Les formalités officielles sont insignifiantes: elles se bornent à assermenter le pilote qui doit jurer de ne laisser aucune marchandise quitter son bord pendant qu'il est de service. Il n'y a jamais eu jusqu'ici un exemple de mauvaise foi de la part de ces pilotes.

Le port franc de Hambourg comprend à peu près le port tout entier, car à l'exception des allèges naviguant entre l'Elbe supérieur et l'Elbe inférieur qui suivent le canal autour du port franc, tous les autres vaisseaux aboutissent au port franc. Ce dernier est un lieu d'activité variée: on y

voit le transbordement effectué des navires océaniques aux allèges et au chemin de fer circulaire; les chargements transportés jusqu'à la ville et aux entrepôts du port franc; la circulation rapide des remorqueurs et des bateaux à petite puissance—tout se passant dans un espace relativement étroit. Outre cette activité sur les quais et la mer un important mouvement commercial existe dans les rangées des entrepôts qui servent non seulement à des buts d'emmagasinage, mais aussi comme bureaux et sièges de transaction et d'achat. Tout près de ceux-ci se trouvent deux grands docks ainsi que de nombreuses petites fabriques qui donnent directement sur la mer. Quiconque a vu le port de Hambourg a assisté à une des scènes les plus impressionnantes d'une grande nation commerciale.

Les caractéristiques générales du port franc de Hambourg ont été reproduites par les autres ports allemands, à l'exception de celles qui concernent les fabrications et qui constituent un privilège réservé à Hambourg seul.

### **Port Franc de Copenhague.**

Copenhague, en Danemark, la reine du nord et le centre commercial des pays scandinaves, avait observé avec intérêt l'établissement des ports francs en Allemagne et son Parlement décida en 1891 que la meilleure façon de faire face à la concurrence allemande dans la mer Baltique était de copier les méthodes de ses rivaux. Il y a cependant une différence marquée entre le port franc allemand et le port franc danois. On n'apporta aucun changement au port de Copenhague proprement dit, et le port franc en constitue seulement une partie. Le terrain nécessaire à ce dernier fut repris à la mer, car le site choisi était plus exposé que celui du vieux port, si bien qu'un brise-lame dut être construit. Cette étendue de terre (148 acres) est composée en partie de bras sur lesquels s'élèvent des entrepôts et s'étendent des quais d'une longueur de 4000 yards (3657,52 mètres). Le reste consiste en une tranche de côte près de la ville où règnent les bureaux administratifs, les fabriques et les quais d'embarquement.

Les ports autrichiens de Trieste et de Fiume ont aussi des ports francs, de même que certains ports italiens qui, cependant, les possèdent sous une forme modifiée. Hambourg, Brême et Copenhague étant les meilleurs exemples de ports francs européens, ce rapport se borne à les étudier seuls, tandis que les petits ports allemands et les ébauches autrichiennes et italiennes sont réservés pour un compte-rendu plus détaillé.

### **La concurrence européenne qui menace les ports francs.**

Ces ports francs du nord-ouest de l'Europe font une concurrence redoutable à Rotterdam, Anvers et — quoiqu'à un moindre degré — aux

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ports de la France et de l'Angleterre. L'Angleterre est une nation où le libre échange est en vigueur, et ses ports sont en général des ports francs à cause de l'absence de tarif. La France s'occupe de spécialités et d'articles de luxe et n'a pas à souffrir des mêmes difficultés que les nations qui reçoivent ou expédient des marchandises de dimensions plus ou moins considérables. Le véritable critérium qui doit être appliqué à Hambourg, à Brême, à Copenhague, est la comparaison entre leur prospérité commerciale et celle d'Anvers et de Rotterdam, les ports qui leur font concurrence dans toute une section du même territoire. Si les ports francs avaient un mérite commercial, ces derniers ports les auraient adoptés, à moins que les conditions, chez eux, n'aient été radicalement différentes que chez leurs adversaires. Les conditions sont différentes à cause de l'échelle des tarifs. La Belgique et la Hollande sont tous deux des pays où le libre échange existe à moitié.

Dans un pays où peu de marchandises sont susceptibles de droits de douane, un port franc ne profiterait qu'à une partie négligeable du commerce. Le problème se pose autrement en Allemagne, où il y a un système de tarifs élevés très semblable au système américain, et autrement en Belgique et en Hollande qui sont presque entièrement libres-échangistes. Les hauts fonctionnaires et les membres des chambres de commerce à Anvers et à Rotterdam disent qu'ils considèrent la création de ports francs nécessaire en Allemagne et dans les Etats-Unis, mais que dans leurs propres pays les droits de douane sont trop minimes pour justifier de pareilles innovations.

### **Administration des Ports Francs**

La rapport de M. Kennedy établit clairement que New York est logiquement désigné pour être un port franc à cause des droits de douane.

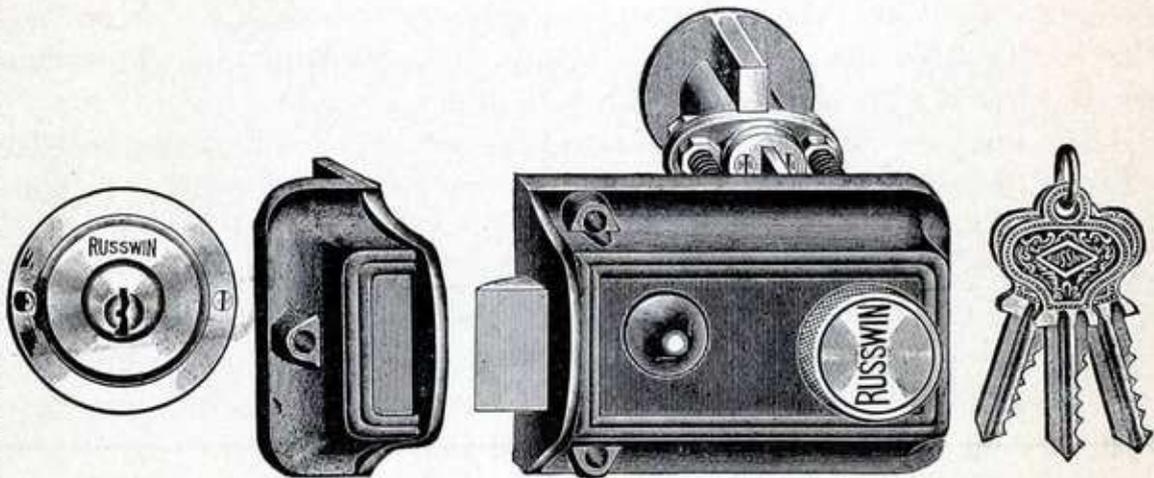
Le capital requis pour créer les trois ports francs principaux de Hambourg, Brême et Copenhague a été en partie fourni par l'Etat et en partie par des entreprises privées. Dans chaque cas l'Etat pourvut aux frais du dessèchement des terrains, au draguage des ports, à la construction des quais, tandis que les sociétés particulières, nommées "les Compagnies des Entrepôts des Ports Francs," payèrent pour les entrepôts, les lignes des chemins-de-fer, les grues et les immeubles administratifs.

L'administration du port à Hambourg et à Brême est contrôlée par l'Etat, au moyen de certains départements maritimes et techniques. A Copenhague, l'administration relève du Ministère de l'Intérieur danois qui régit le port entier et par là même le port franc qui en fait partie. Dans tous ces endroits, des bureaux administratifs spéciaux perçoivent les droits de port, s'occupent du stationnement des navires et en général dirigent le mouvement maritime.

Les "Compagnies des Entrepôts," qui gèrent leurs propres intérêts, partagent leurs profits avec l'Etat pour rembourser à celui-ci les dépenses

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qu'entraînèrent le port franc et le terrain conquis sur la mer. A Hambourg notamment, la Direction de la Compagnie des Entrepôts des Ports Francs comprend un représentant de l'Empire Allemand et plusieurs représentants de l'Etat du Hambourg.

**Freight Rates to the Levant.**

(Consul Lewis W. Haskell, Belgrade, Servia.)

It seems established, so far as Servia is concerned, that in many cases more favorable freight rates can be obtained in the United States by the shipper or seller than can be obtained when the goods are simply sent forward with freight charges to be collected, without advance arrangement with the transportation company. This becomes very important in a competitive market, and if sellers in the United States could quote attractive prices for goods laid down (c. i. f.), say, in Fiume, Hungary, or Saloniki, Greece, it is felt sure that trade with Servia would be stimulated.

It is practically certain that Servia will obtain such concessions from the Greek Government in regard to port privileges that Saloniki will play an important part as an importing mart for Servia. The Hamburg-American Line is providing a service plying from New York to Saloniki, and exporters will do well to investigate the advantages of this route in shipments to Servia. It is further confidently asserted that the Servian Government will make a 25 per cent reduction on its railway rates from Saloniki to help build up this as a route for goods routed to Servia.

This Consulate has been reliably informed that, owing to unsatisfactory freight rates arising in transactions with some exporters in the United States, merchants here have found it cheaper to buy from a dealer—say, in Germany—an American article that the German dealer had imported, rather than order the same article direct from the United States, without any extra middleman.

## American Chambers of Commerce in Foreign Lands.

(EXPORTERS AND IMPORTERS' JOURNAL, New York)

THE difficulties to be overcome by the business man who is seeking foreign trade are many and serious. Notwithstanding the theory of the "brotherhood of man," the business man is, as a rule, jealous and suspicious of his foreign correspondents, and is ever watchful for tricks and deceptions. He cannot be on the ground to watch his customers because they are separated by oceans, but he does his best, by means of agents, to trace their every business movement, and forms his conclusions on the information which he receives. This condition makes the transaction of international business very difficult, and anything which will lessen the burden is a welcome relief to the trader. The American Chamber of Commerce abroad serves to do this to a great extent, and as a result is a great benefit to the American exporter and importer. It represents him in the field which he has chosen for exploitation. It is composed of business men resident of the territory, and who know everything which it is necessary to know regarding the markets to which entrance is sought, the demand for American goods, and the laws under which they must be introduced, and it is always ready to give such information as it possesses, to the American desirous of exporting to, or importing from, the country in which it is located. It is thoroughly reliable, having in view no ends of its own which conflict with the interests of the American man of business, and, under these circumstances, is a valuable ally with which to work. Its influence in the great extension which has been noted for the last few years in our foreign trade can hardly be overestimated.

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## EXPORTS TO AMERICA FROM THE LEVANT.

### DECLARED EXPORTS FROM TURKEY.

ARTICLES	1911 Dollars	1912 Dollars	1913 Dollars
Attar of roses. . . . .	36,784	19,791	61,226
Bazaar goods. . . . .	22,795	41,409	140,400
Brandies. . . . .	—	3,973	11,160
Brass and copper work . . . . .	9,387	7,597	9,183
Carpets and rugs . . . . .	1,943,651	1,953,012	1,499,043
Cheese . . . . .	20,037	22,367	19,084
Cotton lace . . . . .	451,177	598,055	273,222
Chrome ore . . . . .	46,993	83,083	172,053
Emery stone . . . . .	209,944	309,780	261,201
Fruits (dried):			
Dates. . . . .	518,066	586,005	721,361
Figs. . . . .	752,172	887,276	824,367
Raisins. . . . .	68,979	67,430	96,173
Furs . . . . .	29,302	25,039	5,054
Gluestock . . . . .	18,836	15,890	8,418
Gum :			
Mastic. . . . .	16,638	18,475	11,494
Tragacanth. . . . .	91,802	96,872	158,579
Guts . . . . .	167,625	164,420	145,668
Licorice root. . . . .	367,824	1,258,299	655,159
Mohair . . . . .	546,880	337,827	543,321
Mother of pearl. . . . .	29,014	27,313	19,207
Nuts :			
Almonds . . . . .	12,376	10,817	39,836
Filberts . . . . .	250,153	227,140	167,069
Walnuts . . . . .	272,048	54,069	147,707
Pistachios . . . . .	115,745	144,938	209,400
Olive Oil. . . . .	70,341	115,858	42,441
Opium . . . . .	2,141,283	2,046,260	1,413,137
Provisions . . . . .	172,086	224,621	192,286
Puer . . . . .	26,714	24,911	20,538
Rags . . . . .	12,565	6,636	10,350
Rubber, old . . . . .	52,133	64,790	51,769
Seeds :			
Alfalfa . . . . .	1,536	1,674	1,794
Canary. . . . .	96,111	117,260	70,770
Millet. . . . .	36,181	13,040	1,286
Poppy . . . . .	1,589	26,745	9,132
Silk . . . . .	—	314	1,511
Slippers . . . . .	51,247	26,277	32,415
Skins (goat, sheep, roe and kid) . . . . .	855,627	993,109	1,089,165
Soap . . . . .	20,946	16,848	8,453
Tahin (crushed sesame). . . . .	48,199	41,422	24,925
Tobacco . . . . .	8,620,324	10,010,952	10,707,887
Valonea. . . . .	118,561	59,921	124,385
Wines and spirits . . . . .	24,045	18,616	7,586
Wool . . . . .	1,460,953	2,044,442	1,338,696
All other articles * . . . . .	91,766	99,892	97,999
Totals . . . . .	\$19,929,629	\$22,876,475	\$21,445,576

1912 and 1913 figures do not include the returns of the Consulate at Tripoli-in-Barbary, North Africa.

\* Including books, butter, cigarette paper, citrons, laurel leaves, meerschaum, metal (old), olives, and pearls.

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## SUMMARY OF DECLARED EXPORTS BY CONSULAR DISTRICTS.

	1911	1912	1913
	Dollars	Dollars	Dollars
Salonika . . . . .	5,860,495	6,476,998	6,173,203
Smyrna . . . . .	4,530,719	4,772,564	5,737,327
Constantinople . . . . .	4,171,693	4,490,305	3,668,541
Trebizond . . . . .	2,396,646	3,317,331	2,873,999
Bagdad . . . . .	1,002,561	1,199,052	1,363,634
Aleppo . . . . .	879,304	1,417,456	800,170
Beirût . . . . .	787,024	1,009,772	348,423
Jerusalem . . . . .	63,355	93,242	129,457
Mersina . . . . .	86,899	96,440	45,890
Harpût . . . . .	3,340	3,815	4,932
Tripoli-in-Barbary . . . . .	137,612	—	—
Totals . . . . .	\$19,929,629	\$22,876,475	\$21,445,576

## DECLARED EXPORTS FROM TURKEY TO HAWAII.

Rugs from Beirût . . . . .	none	157	none
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## DECLARED EXPORTS FROM TURKEY TO THE PHILIPPINES.

Dates from Bassorah . . . . .	none	246	none
Mother of Pearl goods from Jerusalem . . . . .	614	none	none
Provisions from Beirût . . . . .	none	none	653
Sundries from Constantinople . . . . .	none	none	480
Totals . . . . .	614	246	1,083

ANNUAL DECLARED EXPORT RETURNS  
FROM THE CONSULAR AGENCY AT HODEIDAH,  
TURKISH ARABIA.

ARTICLES	1913
Coffee (11,949 bags) . . . . .	\$385,937
Skins (2,394 bales) . . . . .	229,571
	<u>\$615,206</u>

ANNUAL DECLARED EXPORTS FROM EGYPT TO THE  
UNITED STATES OF AMERICA

Egyptian pounds converted at the ratio of \$4.99

Sterling pounds converted at the ratio of \$4.8665

ARTICLES	1912	1913
Animals (Arab horse) . . . . .	428	
Antiquities and curios . . . . .	22,805	70,792
Arts, works of (paintings) . . . . .	5,959	
Beverages . . . . .	144	
Books . . . . .	158	211
Carpets and rugs . . . . .	5,735	5,508
Cereals . . . . .	231	
Cigarettes . . . . .	27,933	27,563
Cigarette paper . . . . .	321	179

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Cinematographic films . . . . .	—	2,260
Cotton . . . . .	22,187,372	13,273,115
Dates . . . . .	107	—
Donnuts . . . . .	9,159	11,798
Effects (personal) . . . . .	12,903	11,638
Effects (theatrical) . . . . .	—	300
Egyptian goods . . . . .	2,921	3,852
Furniture . . . . .	—	311
Glue Stock . . . . .	513	2,825
Gum Arabic . . . . .	497,623	292,712
Handkerchieves . . . . .	124	167
Henna Leaves . . . . .	—	549
Herbs (sea) . . . . .	61	—
Hides and skins :		
Hides . . . . .		16,437
Calf skins . . . . .		125,222
Goat skins . . . . .	265,739	840
Sheep skins . . . . .		135,556
Tanned sheep skins . . . . .		123
Iron ore . . . . .	37,171	24,480
Ivory . . . . .	106,227	179,116
Jewelry . . . . .	—	400
Nuts . . . . .	4,491	—
Oil, fusil . . . . .	5,417	—
Onions . . . . .	319,109	27,190
Paper stock :		
Jute baggings . . . . .	6,217	5,814
Rags . . . . .	32,817	34,692
Persian goods . . . . .	—	122
Phonograph records . . . . .	—	100
Porcelain . . . . .	—	2,939
Provisions . . . . .	—	1,324
Senna . . . . .	53,745	76,372
Shawls (Egyptian scarfs) . . . . .	18,326	916
Soap . . . . .	250	—
Tents . . . . .	45	639
Tobacco . . . . .	399	24,616
Watches . . . . .	350	—
Total . . . . .	\$23,624,800	\$14,360,678

## ANNUAL DECLARED EXPORTS FROM EGYPT TO THE PHILIPPINE ISLANDS.

ARTICLES	1912	1913
Onions . . . . .	—	177

## RETURNED AMERICAN GOODS.

Boots and shoes . . . . .	—	525
Dynamotor . . . . .	—	232
Leather . . . . .	1,006	—
Medical pills . . . . .	500	—
Photo goods . . . . .	180	—
Plasters . . . . .	56	—
Soda water apparatus . . . . .	240	—
Tanks . . . . .	—	76
Tobacco knives . . . . .	1,019	—
Typewriters . . . . .	—	778
Total . . . . .	\$3,001	\$1,611

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SMYRNA

## Houille Américaine pour Marchés Etrangers.

LE charbon extrait des mines des Etats-Unis est divisé en deux grandes classes générales: l'anhracite et le charbon bitumeux. Comme il est difficile, pour plusieurs raisons, de procéder actuellement à l'exportation du premier, nous nous occuperons uniquement du second dans cet article. Le charbon bitumeux comprend les produits suivants: semi-anhracite, semi-bitumeux, houille grasse, houille en blocs, houille en morceaux, lignite, qui peuvent encore être répartis en charbons à gaz et charbons à vapeur.

Vingt-sept Etats produisent le charbon bitumeux, et seize possèdent des mines de houille semi-bitumeuse. Il n'y a point eu de grandes variations dans la production du premier durant les cinq dernières années—l'extraction totale annuelle étant de 400 à 500 millions de tonnes de 2000 livres, et 504 millions de tonnes ayant été retirées en 1912. L'Etat de Pensylvanie se trouva invariablement à la tête de ce mouvement produisant deux fois autant que la Virginie Occidentale, sa rivale la plus proche. La totalité du charbon provenant de la Pensylvanie (anhracite et charbon bitumeux) est égale à la production combinée de tous les autres Etats. Cependant la Virginie Occidentale témoigne d'une augmentation accentuée, régulière de sa production de charbon... Le développement de ses vastes et précieuses mines de houille bitumeuse progresse continuellement; celles-ci utilisent d'habitude jusqu'au maximum la capacité de transport des chemins de fer. Environ 5,800 mines de charbon sont exploitées actuellement dans les Etats-Unis, et, parmi elles, quelque 300 produisent 75 o/o de la consommation totale.

Sans nul doute, l'usage des machines à forer est plus répandue en Amérique que partout ailleurs. L'adoption de pareilles machines dans les terrains houillers de la Virginie Occidentale correspond étroitement au remarquable progrès minier de cet Etat. Un expert bien connu dans ce domaine disait récemment qu'il serait pratiquement impossible de fournir le charbon nécessaire pour la consommation indigène à des prix raisonnables, si on ne devait avoir recours, exclusivement, qu'au travail manuel. Ces affirmations se rapportent non seulement à l'extraction et au découpage du charbon, mais aussi aux méthodes de transport jusqu'à l'ouverture de la mine, et au nettoyage, au triage, au concassage, et au chargement du charbon.

La différence de qualité entre les diverses sortes de charbon bitumeux dans la Pensylvanie et la Virginie Occidentale est montrée par les chiffres suivants, extraits d'une analyse documentée que M. F. A. Seward prépara en 1900 pour la Commission de Paris.

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		Charbon de Pensylvanie	Charbon de Virginie
Carbon Fixe . . .	grade supérieur :	77 0/0	78,07 0/0
	» inférieur :	51,35 0/0	51,81 0/0
Matières Volatilisées	grade inférieur :	14,64 0/0	14,60 0/0
	» supérieur :	37 0/0	34,97 0/0
Cendres . . . . .	grade inférieur :	5,34 0/0	4 0/0
	» supérieur :	14 0/0	14,95 0/0
Humidité . . . . .	grade inférieur :	1 0/0	1,10 0/0
	» supérieur :	7,19 0/0	2,32 0/0

Les analyses qui servirent de base à ces constatations proviennent d'un grand nombre d'exemples choisis pour montrer plutôt la moyenne que les meilleurs ou les pires des rendements.

Les compagnies houillères américaines ont fait peu d'efforts systématiques pour développer leurs relations commerciales avec l'étranger, excepté, peut-être, dans le cas des pays avoisinants et surtout des Indes Occidentales. Mais il est certain que ce commerce spécial s'étendra au fur et à mesure que les obstacles disparaîtront, par le cours naturel des choses. Le charbon anglais — ou, plus précisément le charbon gallois — a prédominé jusqu'ici, mais le coût augmentant du travail des mines dans la Grande-Bretagne, et une appréciation plus juste des qualités du charbon américain aux points de vue combustion et transport commencent à se faire sentir.

Il est probable que le charbon de la Virginie Occidentale bénéficiera le premier des facilités qu'offre maintenant le Canal de Panama completé. M. W. A. Mac Corkle, ancien gouverneur de la Virginie Occidentale, affirmait dans un numéro récent du "COAL AGE" que la cherté du charbon gallois et l'infériorité de toutes les autres houilles étrangères assureront le triomphe du charbon de la Virginie dans les marchés du Pacifique. Selon la même autorité, les meilleurs charbons gallois ont été cotés récemment à \$ 4.80 — \$ 4.92 par tonne f. o. b. Cardiff, sans compter les droits de quai, tandis que les charbons de la nouvelle Rivière et du Pocahontas furent cotés à \$ 2.85 — \$ 3.00 par tonne f. o. b. les Hampton Roads.

L'avenir du commerce des charbons bitumeux américains dans les Etats de l'Amérique du Sud et dans les provinces de l'Est semble dépendre en grande partie de l'amélioration des moyens de transport et de la conscience plus exacte que prendront les grands consommateurs des hautes qualités de la houille américaine comparée à la houille moyenne des Galles. Le charbon américain de grade supérieur est généralement plus prompt à s'effriter que le produit gallois, et pendant les transbordements, il se brise en masses plus fines. C'est ainsi que le charbon passé, dans les mines, par des tamis de trois pouces, parvient à destination sous une forme beaucoup plus fine et fréquemment induit le consignataire à croire que l'opération du tamisage fut mal pratiquée et que le poussier, qui est aussi riche que la masse en carbon fixe, n'est que du déchet. Naturellement, les systèmes de chauffage doivent être tels qu'ils permettent l'utilisation de ce poussier. Car il a été établi que le charbon fin des mines américaines peut produire une intensité de chaleur aussi grande que celle rendue par le charbon plus gros extrait des mines galloises.

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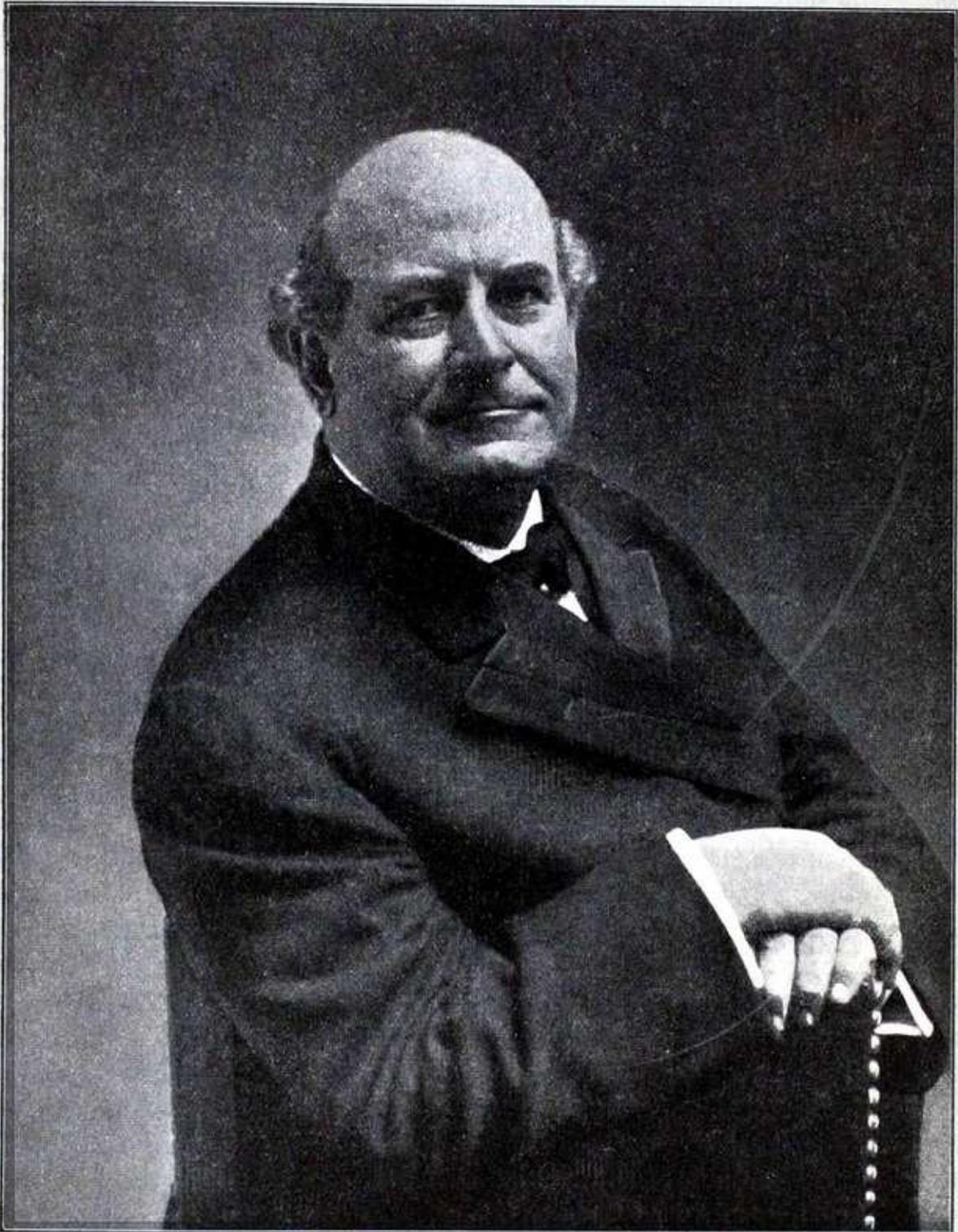
## Cotonnades Américaines dans les Contrées de la mer Rouge.

Nous prenons plaisir à reproduire ci-dessous un extrait du discours prononcé par M. Ralph M. Odell, Agent Spécial du Ministère du Commerce, Washington, Etats-Unis, devant l'Association des Fabricants de Cotonnades, Etat de Georgia, sur le commerce américain de cotonnades à l'étranger. Le fragment cité a rapport à la Syrie, à l'Egypte et au Soudan, mais surtout à la région de la mer Rouge, où les marchandises de coton américaines jouent un rôle capital. Les membres de notre Chambre se souviendront certainement de M. Odell, à cause de l'interview très intéressant que nous eûmes avec lui et que nous avons rapporté dans la "LEVANT TRADE REVIEW," Vol. I, No 4.

Le « premier pays que j'ai visité, » dit M. Odell, « au cours du voyage dont je reviens, fut la Syrie. Celle-ci constitue une des plus riches contrées de l'Empire Ottoman, et importe en grandes quantités des marchandises de coton. Nous n'avons qu'une part insignifiante dans ce commerce, qui se chiffre annuellement à plus de \$10,000,000. Notre échec en Syrie est dû à la cause suivante: nous ne fabriquons point les espèces de manufactures que les Syriens demandent le plus. Les marchandises écrues sont en général des "T-cloths," aux bouts tissés en couleur et d'autres étoffes plutôt lourdes. Les imprimés et les flanelles, qui se vendent beaucoup en Syrie, ne ressemblent pas à nos propres manufactures. Nous écoupons des toiles écrues et des coutils dans ce pays, mais pour arriver à y établir un commerce considérable, nous devons apprendre à lui fournir les marchandises spéciales qui composent la plus grande partie de ses importations.

Il faut cependant avouer que les fabricants américains n'ont fait aucun effort sérieux pour introduire leurs articles dans les marchés syriens, et si des représentants étaient envoyés dans le pays, porteurs d'échantillons très complets; si des conditions plus libérales étaient faites aux importateurs de confiance à Beyrouth et à Alep, notre commerce en Syrie se développerait sûrement. Mon rapport sur les marchés syriens, ayant été déjà publié, et des exemplaires en étant à la portée de tout le monde, je crois inutile de m'attarder plus longtemps sur les possibilités qu'offre la Syrie pour l'écoulement des marchandises de coton américaines. Les échantillons qui sont exposés ici aujourd'hui vous donneront une idée exacte des articles en demande. Les dernières guerres balkaniques ont déterminé une affluence de population extraordinaire en Asie Mineure, et ces marchés sont certainement dignes de l'attention et de l'étude des fabricants américains.

L'Egypte et le Soudan, avec des importations de coton d'une valeur annuelle qui dépasse \$25,000,000 — et qui augmente encore — offrent aussi



**THE HONORABLE WILLIAM JENNINGS BRYAN**

Secretary of State for Foreign Affairs of the United States of America.

des possibilités au commerce américain, pourvu que nous consentions à fabriquer les articles qu'ils demandent. Les marchandises américaines sont, actuellement, si peu connues dans ces marchés que j'ai rencontré des marchands absolument ignorants de l'existence d'une industrie textile aux Etats-Unis. Le coton écreu est appelé « tissu de Manchester ». En Egypte, les toiles blanchies, les imprimés, les tissus teints, et les « T-cloths, » dans l'ordre nommé, sont les marchandises les plus populaires, et 80 % proviennent de l'Angleterre, ainsi que – en quantités moins considérables – de l'Italie, de l'Autriche et d'autres pays continentaux. Dans le Soudan, les toiles écreues prédominent et les conditions de vente sont favorables aux produits américains. Comme il s'agit d'une contrée relativement nouvelle, il s'y trouve encore très peu de maisons sérieuses, et la plus grande partie du commerce a lieu par l'entremise de l'Egypte; mais le négoce direct augmente, et il importe que nous entrions en scène avant que les marchandises d'autres pays s'emparent irrévocablement du marché...

Après avoir quitté le Soudan, je passai quelque temps à Aden, qui est le centre de la distribution commerciale pour toute la région de la mer Rouge, laquelle importe plus de \$4,000,000 de marchandises par an. Ici le caractère du commerce subit un changement radical. Contrairement à l'état de choses en Turquie, le Levant et l'Egypte, les marchandises américaines sont populaires jusqu'aux frontières des colonies portugaises de l'Afrique du Sud, et nous détenons une bonne partie du négoce. J'ai été particulièrement intéressé de retrouver dans plusieurs magasins des toiles écreues fabriquées dans les deux Carolines, dans l'Etat de Georgia et celui d'Alabama. Notre suprématie dans ces endroits vient en partie de ce que nous fûmes les premiers en date et que les marques américaines sont bien connues dans le marché et en continuelle réquisition. Les tissus écreus y sont plus soignés que ceux écoulés en Turquie, et ce fait constitue un nouveau facteur important qui contribua à notre succès. Depuis trois ans, l'importation à Aden des toiles écreues américaines a presque doublé en valeur. Nos principaux concurrents sont les Indes et l'Italie, mais l'acheteur indigène préfère généralement l'article américain à cause de sa réelle supériorité, et l'achètera volontiers tant que sa différence de prix avec les autres produits du même genre n'est pas trop grande. Une quantité assez considérable de tissus écreus importés sont teints dans les établissements locaux, et on affirme que les toiles américaines à cause de leur colle plus légère se prêtent mieux que toutes les autres à cette opération. A un moment donné, notre position comme principal fournisseur de tissus écreus dans ce marché fut sérieusement menacée par l'invasion des mêmes marchandises italiennes, mais les indigènes découvrirent l'infériorité de celles-ci et nous rapportèrent leur clientèle. Récemment, cependant, les fabricants italiens ont commencé à vendre des qualités meilleures, et une tendance générale se précise à imiter les marques amé-

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ricaines, afin de faire croire à l'acheteur indigène qu'il se trouve en face d'authentiques produits américains.

Les toiles écrues écoulées dans la région de la mer Rouge ont d'habitude 36 pouces de longueur,  $40 \times 36 - 48 \times 52$  nombre de fils et les poids sont 3.25, 3.50, 3.75, 3.90, 4.00 et 4.70 onces par yard. Les balles contiennent 25 pièces de 30 yards chacune. Les coutils écrus sont pris en quantités assez importantes — les tissus de 30 pouces, de 2.85, 3.00 et 3.25 yards étant les plus employés. Ils sont expédiés en pièces de 40 yards, chaque balle contenant 15 pièces. L'Italie est notre principale concurrente dans cet ordre de marchandises, et afin de montrer jusqu'à quel point elle imite les marques américaines je me suis procuré l'échantillon d'un coutil écriu italien, que je possède encore, et dont l'estampille ressemble d'une manière frappante à celle d'un coutil américain très répandu dans ces contrées.

Il faut ajouter aux toiles écrues et aux coutils des tissus, nombreux et différents, écoulés dans les marchés de la mer Rouge, tels que les toiles blanchies, les "kikoys," qui sont une variété de toiles écrues avec de larges brodures en couleur, les "dhooties" blancs, les "tanjibs", les "mulls" imprimés, les "toiles turques" rouges et quelques autres espèces de marchandises colorées et tissées connues sous le nom de "saroïgs," "chaders" et "lungis," dont se sert principalement la population indienne. Les indigènes dans les contrées en question aiment se parer de couleurs vives quand leurs moyens le leur permettent. L'observation des conditions et des tendances m'a fait aboutir à la ferme conviction que le progrès économique des pays autour de la mer Rouge et le développement correspondant des moyens d'achat du peuple rendront plus considérable la demande pour toutes espèces de toiles teintées et blanchies. Les fabricants américains se sont pratiquement bornés, jusqu'ici, au commerce de tissus écrus, et si nous désirons affermir notre prédomination dans ce marché, il est indispensable que nous augmentions l'étendue de nos fabrications afin de participer au commerce de ces articles qui nous ont si peu intéressés jusqu'à maintenant, et qui composent actuellement plus de 30 % des importations totales.

Quoique Aden soit le principal centre de transbordement et de distribution dans la région de la mer Rouge, l'Abyssinie constitue le marché le plus énergiquement consommateur des marchandises importées dans les contrées en question, et je fis donc un voyage dans l'intérieur de ce pays. Sa séparation complète de la mer, le manque de moyens de transport, d'instables conditions politiques ont retardé le progrès de l'Abyssinie. Mais, cependant, de riches ressources agricoles et naturelles, un commerce plus actif, les influences civilisatrices de l'Occident sont en train de déterminer un développement, lent il est vrai, mais réel. Celui-ci se laisse surtout constater dans la consommation croissante des cotonnades. Les

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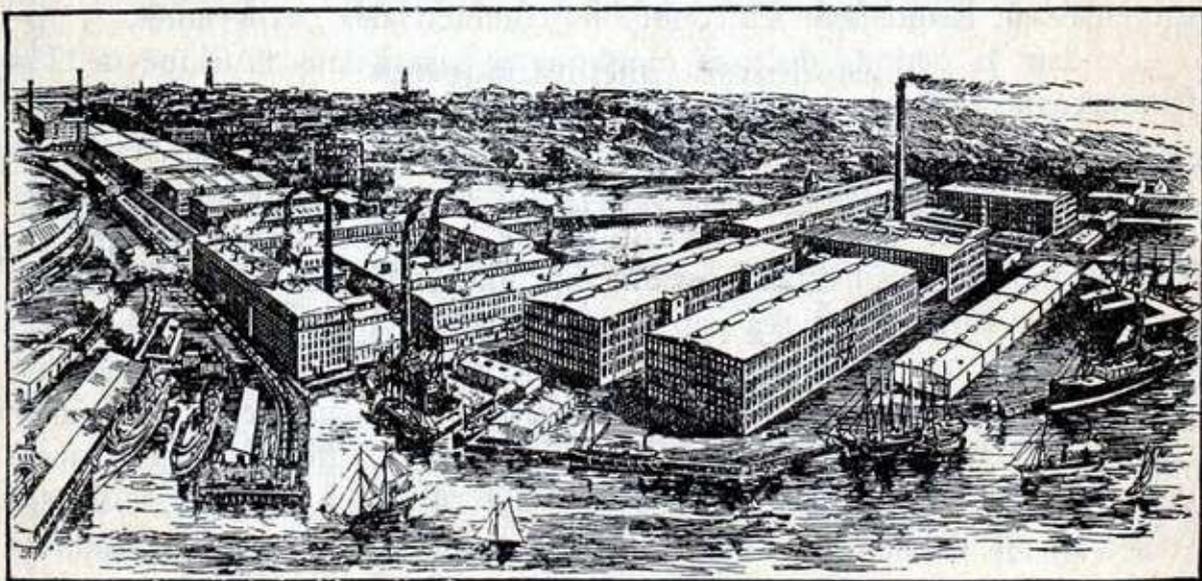
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variétés écoulées sont pratiquement les mêmes que celles importées à Aden. Les toiles écrues de 36 pouces, celles de 3.00, 3.25 et 3.50 yards (appelées "aboujedid" dans la langue locale) sont les variétés les plus en demande, et la grande majorité de ces tissus vient des Etats-Unis. Il n'y a point de statistiques satisfaisantes à ce sujet, mais celles des tissus écrus importés via Djibouti dans la Somalie française — le port d'entrée le plus important et le terminus d'un chemin-de-fer qui s'étend graduellement jusqu'à Adis Adeba, la capitale de l'Abyssinie — attestèrent un total de quelque \$ 2,000,000 en 1912, en regard d'environ \$ 1,000,000 en 1909, et les marchands que j'ai connus m'ont affirmé que plus de 50 % de ces marchandises étaient de provenance américaine. Les tissus blanchis et colorés constituent les 30 % des importations totales des cotonnades.

Bien que 60 % du mouvement commercial ait lieu à présent via Aden, il y a d'énergiques tendances, parmi les importateurs et les marchands, à établir un commerce direct avec l'Europe et l'Amérique pour la vente et l'achat des marchandises. Djibouti est le port, dans cette région, qui menace d'attaquer la suprématie d'Aden. Les négociants prétendent que l'importation via Aden — où le transbordement est nécessaire — amène des pertes d'argent et de temps. Un certain nombre de vaisseaux desservant la France, l'Allemagne et l'Angleterre d'une part, et l'Extrême — Orient et l'Afrique de l'Est de l'autre, font maintenant de Djibouti un port de relâche, et le commerce direct s'accroît incontestablement. Plusieurs maisons de cotonnades possédant des branches à Manchester ou en Europe, qui se sont établies à Djibouti et dans les villes importantes de l'Abyssinie, pratiquent aujourd'hui un commerce direct sans importer leurs articles via Aden, et il serait bon que les fabricants américains, s'ils veulent faire face à la concurrence qui s'organise dans ces marchés, surveillassent étroitement les conditions commerciales changeantes.

Pendant la période de trois mois que je passai dans l'Afrique de l'Est (comprenant l'Afrique Occidentale Anglaise et Allemande, Uganda et Zanzibar), j'eus l'occasion d'étudier un négoce de cotonnades évalué à plus de \$ 7,900,000 par an, et qui avait presque doublé pendant les trois dernières années. Les tissus écrus, connus localement sous le nom de "Americanci", et consistant surtout en toiles de 26 pouces de large, pesant de 3,25 à 6,15 livres par yard, composent plus que la moitié du total, et, ainsi que plusieurs d'entre vous le savent, nous avons dominé pendant longtemps dans ces marchés, tous comme dans ceux de la mer Rouge. Durant l'année terminée le 30 Juin 1913, nous avons exporté dans l'Afrique Orientale Anglaise des tissus écrus d'une valeur de \$ 796,000 en regard de \$ 330,000 pendant l'année financière 1909. Les conditions dans ces pays sont très semblables à celles qui existent dans les contrées de la mer Rouge. L'indigène préfère toujours les toiles écrues américaines, et il consent à payer un léger surplus pour les obtenir — mais

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lorsque la différence de prix entre les marchandises de l'Amérique et celles de l'Europe devient trop sensible, les dernières augmentent en popularité.

Les prix sont généralement réglés par les cotations américaines, les valeurs disponibles et l'époque des achats. Souvent un importateur peut vendre une toile de 3.50—4.00 yards à un prix moindre que celui exigé par un concurrent, parce que ses contrats à lui furent conclus pendant le cours d'un marché faible. Lorsque j'étais en Afrique (Avril, Mai et Juin 1912), des marchandises de 3.20 yards étaient achetées à 6<sup>1</sup>/<sub>2</sub> cents le yard, et débarquées à Mombasa, sans payer les frais de douane qui s'élèvent à 10 % ad valorem; le prix correspondant pour les marchandises de 3.00 yards était de 5<sup>3</sup>/<sub>4</sub> cents, et pour des tissus de 5.00 yards, de 5 cents.

La part de l'Angleterre dans le commerce des tissus écrus est insignifiante, et nos concurrents principaux sont les Indes et l'Italie. Les marchandises indiennes sont bien inférieures à celles de l'Amérique et vendues seulement à une certaine catégorie de gens, qui demandent des articles à bon marché sans se préoccuper de leur qualité. En outre, de nombreux tissus qui passent pour être d'origine indienne ne sont point des toiles écrues au sens ordinaire du mot, mais composent les soi-disant "chadders" — une toile écrue en pièces de 8—10 yards, aux raies cordées ou colorées, les "tanjibs", et autres spécialités.

Les fabricants italiens, cependant, commencent décidément à empiéter sur le monopole que nous avons détenu jusqu'à présent dans le commerce des tissus écrus. L'exemple suivant suffira à prouver ce que j'avance: les importations des tissus écrus italiens dans l'Afrique de l'Est anglaise, pendant l'année terminée le 31 mars 1913, furent évaluées à \$212,000, en regard de moins de \$75,000 pendant 1912. La qualité de ces marchandises est supérieure à celle des tissus vendus en quantités si considérables dans les marchés de la Turquie et du Proche-Orient; ils sont d'une fabrication plus pure, mais toutefois n'ont pas l'excellence des articles américains et sont faits, habituellement, d'une qualité de coton moins bonne. J'ai aussi découvert que beaucoup de toiles écrues italiennes sont expédiées en pièces de 28—29 yards à 30 plis, au lieu de 30 yards, la longueur invariable des manufactures américaines. Il y a, en outre, une imitation répandue des marques américaines établies depuis longtemps dans le pays. Les Italiens sont fortement aidés dans leurs efforts de supplantation par quelques maisons italiennes qui ont des branches dans plusieurs centres commerciaux importants, et par le fait que, depuis plus d'un an, il existe une ligne maritime directe, avec des départs mensuels de Gênes et de Naples pour Mombasa, qui dessert en même temps les ports intermédiaires dans les colonies italiennes de l'Afrique.

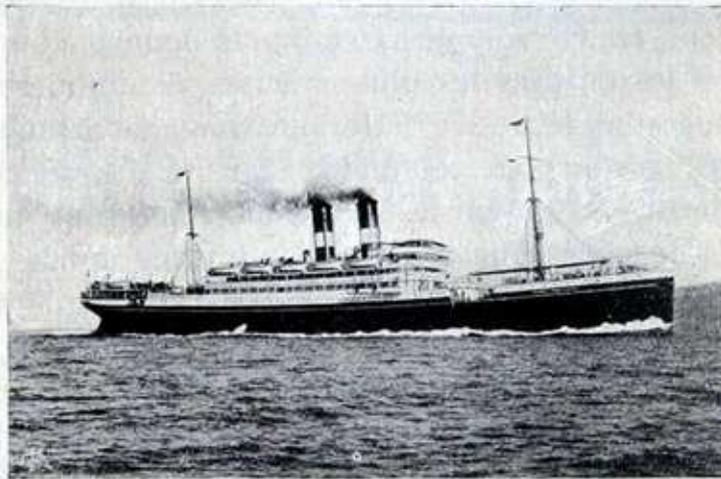
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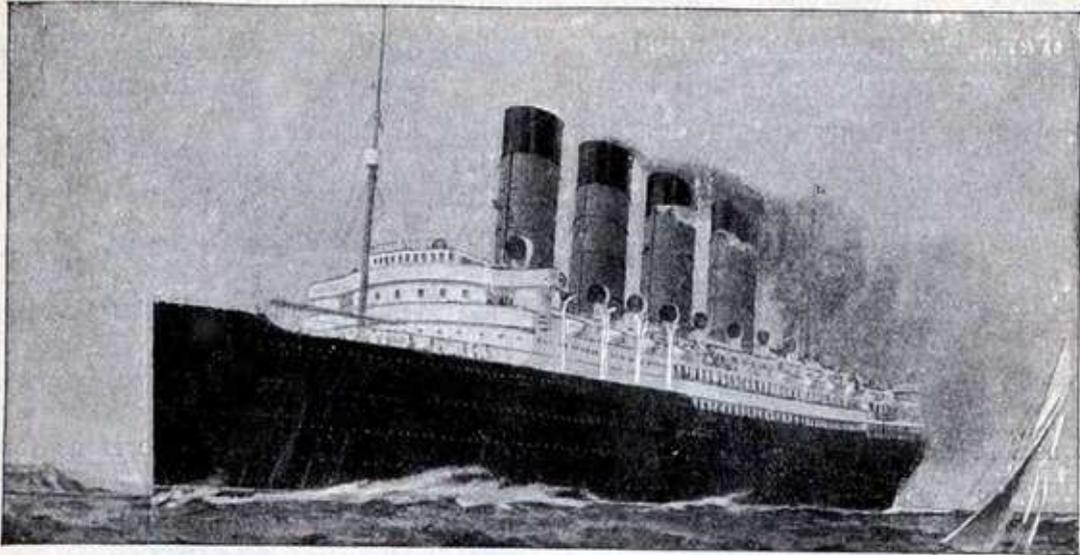
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contribuons pas beaucoup à fournir les toiles blanches pour chemises, les tissus et couvertures imprimés et teints, qui viennent principalement de l'Angleterre, de la Hollande et de l'Allemagne, et qui sont écoulés dans tous les marchés de l'Afrique de l'Est, en quantités si considérables qu'ils atteignent un total de \$ 1,000,000 par an. Une description de ces marchandises serait superflue, vu que j'ai rapporté avec moi un grand nombre d'échantillons.

Bien que, jusqu'à maintenant, nous ayons été les premiers dans le commerce de ces pays, nous trouverons difficile de garder notre position à moins que nous ne multiplions les variétés d'articles à fournir. Le développement et la prospérité croissante de ces contrées mèneront, très probablement, à une consommation plus étendue de tissus teints et blanchis. Je crois nécessaire d'attirer de nouveau votre attention sur ce fait que le marché est en voie de s'étendre rapidement, et que les premiers sur les lieux ont les chances les plus sérieuses de dominer le commerce. Il serait beaucoup plus facile d'y introduire nos marchandises maintenant que plus tard, et l'histoire du commerce dans l'Afrique de l'Est est un témoignage frappant de ce que les fabricants américains pourraient faire s'ils voulaient s'occuper efficacement d'industries qu'ils ont négligées jusqu'à ce jour.

Le commerce total des cotonnades, dans les marchés de la mer Rouge et de l'Afrique de l'Est se chiffre à \$ 15,000,000 par an. Le commerce est particulièrement favorable aux fabricants de cotonnades dans les Etats-Unis parce que les tissus écrus américains, excepté dans le Soudan, sont connus et appréciés. Quelques-uns d'entre vous seront sans doute étonnés d'apprendre que les Etats-Unis ont une part relative si grande dans un pays aussi lointain que l'Afrique Orientale Anglaise, et que ce commerce s'est développé incessamment malgré la distance et le manque de moyens directs de transport. Ces faits devraient stimuler les efforts des fabricants américains et les inciter à mieux pousser la vente de leurs marchandises. Ce marché est plein de promesses pour l'avenir, car le développement rapide des ressources agricoles du pays, augmentera sûrement les demandes de la population et les moyens d'achat des indigènes tandis que l'inauguration des nouvelles branches du chemin-de-fer de l'Uganda, la construction d'une ligne dans l'Afrique de l'Est Allemande, l'amélioration des moyens de transport et des voies maritimes, les routes nouvelles qui relient des contrées riches en produits naturels, la création de plusieurs industries, accéléreront sans aucun doute le progrès économique et social du pays, et détermineront un accroissement des exportations et des importations. Mais il faudra des efforts actifs et persistants pour permettre aux fabricants américains de retenir la position importante qu'ils ont acquise dans ces marchés, et il leur siérait de faire face à la concurrence européenne en maintenant la qualité de leurs ma-



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nufactures, en essayant d'arrêter l'imitation de leurs marques, et en employant les méthodes d'achat et d'écoulement les plus économiques possible, tant que celles-ci restent en rapport avec l'efficacité et le développement convenable de leur commerce à l'étranger.

## American Cotton Goods in Red Sea Districts.

Consul F. Willoughby Smith at Aden (recently promoted to Batum) reports as follows regarding the trade in cotton goods at his station:

Cotton manufactures make up over 25 per cent of the total imports and 21 per cent of the total merchandise exported. The imports for five fiscal years are given below.

Years ended Mar. 31—	Yarn and thread	Piece goods.	Miscella- neous.	Total.
1909 . . . . .	\$291,533	\$3,019,366	\$54,078	\$3,364,977
1910 . . . . .	345,068	2,729,366	60,202	3,134,636
1911 . . . . .	379,254	3,151,472	74,358	3,605,084
1912 . . . . .	465,221	3,561,108	74,485	4,100,814
1913 . . . . .	484,353	4,419,041	140,947	5,044,341

The value and quantity of piece goods imported into Aden for the same period follow:

Years.	Gray.		Bleached.		Colored	
	Yards.	Value.	Yards.	Value.	Yards.	Value.
1909 . . . . .	37,641,935	\$2,164,776	5,418,729	\$289,490	8,214,625	\$565,100
1910 . . . . .	35,095,252	1,844,752	4,198,692	234,136	9,477,066	650,478
1911 . . . . .	41,360,342	2,315,879	3,698,726	245,846	8,177,848	589,747
1912 . . . . .	41,939,097	2,482,362	5,168,521	323,228	10,334,764	755,518
1913 . . . . .	51,817,140	3,134,296	6,544,775	422,251	11,504,436	862,494

### The United States Supplying a large Percentage of Gray Goods.

These figures show a steady increase in the imports of every line of cotton goods. The greatest gain, however, was in gray goods, which increased from 41,939,097 yards in the fiscal year ended 1912 to 51,817,140 yards in the fiscal year ended 1913, the United States supplying about 60 per cent of this total. The share of the United States in the Aden trade in gray goods for three years as compared with other producing countries is shown in the following table:

Countries.	1910-11		1911-12		1912-13	
	Yards.	Value.	Yards.	Value.	Yards.	Value.
Austria . . . . .	4,777,900	\$273,665	816,450	\$49,041	995,820	\$59,819
Belgium . . . . .	2,808,200	163,289	1,745,250	104,310	3,540,200	43,546
India . . . . .	7,868,196	440,584	8,869,980	498,884	8,810,668	534,297
Italy . . . . .	8,893,400	459,563	2,416,550	138,350	729,490	43,643
United Kingdom . . . . .	4,442,662	232,678	2,167,362	123,218	725,947	41,525
United States . . . . .	11,647,450	693,415	25,100,505	1,523,720	34,555,810	2,105,150
Other countries . . . . .	922,534	52,685	823,000	44,839	2,459,205	306,316
Total . . . . .	41,360,342	2,315,879	41,939,097	2,482,362	51,817,140	3,134,296



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There was a decrease, however, in the imports of gray goods from the United States, Belgium, and India during the nine months ended December 31, 1913, compared with the corresponding period in 1912. The decrease in the receipts of American gray goods was due principally to the large stocks carried over from the preceding year and the increased prices. The imports from Austria, however, increased. As stated by Mr. Ralph M. Odell, commercial agent of the Department of Commerce, in his report on "Cotton Goods in the Red Sea Markets" (Special Agent's Series No. 71) :

The Red Sea merchants have a price limit on the various kinds of sheetings, which experience has shown to be fairly well defined. While most of the natives are generally willing to pay a slightly higher price for American goods the brands and qualities of which are well known to them, when the price goes beyond a certain limit they content themselves with cheaper European goods !

An opportunity was thus offered Austrian manufacturers to push their sales of gray goods in this market and to dispose of a part of the enormous stock destined for the Balkans and cut off from those markets by the succession of wars between the several Balkan States. Though Austrian goods are superior to the Italian and compare favorably with American brands at their present respective prices, it is believed that competition is little to be feared, once the prices of American goods return to the average established in the calendar year 1912.

A somewhat similar situation was created by the high prices of American gray goods several years ago when imports decreased from 14,067,000 yards in the fiscal year 1909-10 to 11,547,450 yards in 1910-11. The imports from Austria during the same period increased from 727,250 yards to 4,777,900 yards. The recent drop in price of certain American cotton goods most in demand in this market, and the establishment of selling agencies at Adis Abeba, Harrar, and Jibuti, combined with the growing demand for cotton goods of all kinds, will doubtless result in American cottons regaining, if not exceeding, the position they attained in the fiscal year ended March 31, 1913.



## Les Cotonnades Américaines en Grèce.

**M**R. Cooke, Consul des Etats-Unis à Patras, Grèce, mande de cette ville qu'un importateur local de cotonnades en gros vient de faire une commande d'étoffes assez importante en Amérique.

Ce fait a sa signification. Jusqu'ici les négociants grecs témoignaient d'une invincible ignorance au sujet des cotonnades américaines. Grâce aux efforts du Consulat, un énergique commissionnaire local obtint des Etats-Unis et exhiba à Patras des échantillons (tissus crus, blanchis, toiles pour dames, coutils) qui étonnèrent par leur qualité.

Le principal obstacle à de bonnes relations commerciales entre l'Amérique et la Grèce est la question des prix. Les exportateurs anglais, allemands et italiens qui détiennent actuellement le commerce, donnent aux importateurs locaux 3 mois de crédit et 5 % d'escompte. Les exportateurs américains ont réclamé jusqu'ici "paiement contre documents, New York." La commande récente fut faite "paiement contre documents, Patras," et sur cette base — quelque banque locale connue servant d'intermédiaire — il y a lieu d'espérer qu'un commerce actif s'établira.



**La production du petrole en 1913.**

Selon C. du Poizat dans l' "Echo des Mines," les principaux pays du monde produisent les quantités suivantes de pétrole:

	Tonnes	
	1913	1912
Etats-Unis . . . . .	32,000,000	29,500,000
Russie . . . . .	9,000,000	9,500,000
Mexique . . . . .	2,000,000	2,300,000
Roumanie . . . . .	1,800,000	1,800,000
Indes Anglaises et Indes Hollandaises	1,700,000	1,700,000
Galicie . . . . .	1,000,000	1,700,000

## Bulgarian Developments.

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AMERICAN trade and influence in the Balkans are distinctly on the increase; and this is due, in no small measure, to the activity and popularity of His Excellency the American Minister, CHAS. J. VOPICKA. This distinguished gentleman, among other praiseworthy and promising undertakings, has definitely committed himself to the idea of Branches of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT being established in Bucharest, Sofia and Belgrade. In this enterprise, the LEVANT TRADE REVIEW wishes every success to Minister Vopicka, believing that he is eminently right in his estimate of the value of such organized, united efforts.

General sentiment in the Balkans is friendly to America which has received so hospitably such large numbers of the sons and daughters of Roumania, Bulgaria and Servia, and which has granted to these nations such a generous measure of sympathy and encouragement in their progress towards increased freedom and prosperity.

This friendliness is nowhere more general and genuine than in Bulgaria, and it is sincerely hoped that the prospective visit to America of Her Majesty Queen Eleanor may result in the establishment of closer financial and commercial relations. Bulgaria realizes the advantages it has derived from Robert College and the American College for Girls in Constantinople, and, trusting the Americans as they have learnt to do, the Bulgarian statesmen would welcome American investments in Bulgaria, knowing that there would be no political string attached to them.

Among the public works to be undertaken in Bulgaria, and which may appeal to American engineers and contractors, mention will be made in this connection of only one: the irrigation of *the Maritza Valley*. This project is described as follows by a correspondent to THE NEAR EAST:

These date from the days when Mr. Ghenadief was Minister of Agriculture, to whose insight in matters pertaining to agricultural development the country owes a decided debt of gratitude. Thanks to a conversation I had with him last week, and to the information placed at my disposal by Mr. Angeloff, the engineer in charge of the irrigation section, I am able to give the following details concerning the Maritza schemes. It is unnecessary for me to insist on the opportunities offered to British firms in connection with these works (sluices etc.). It is true that the loan for their realisation has not yet formed the subject of con-



**THE HONORABLE CHAS. J. VOPICKA,**

Envoy Extraordinary and Minister Plenipotentiary of the United States  
of America to the Balkan States.

versations with financial groups, but it is bound to come, and *now* is the time to get in touch with the responsible authorities.

The elaboration of the schemes for irrigating the Maritza valley is practically complete. They are two in number, the first dealing with the Maritza and its tributaries, the second with the Tundja River. Concerning the latter, likewise a tributary of the Maritza, but joining it beyond the Bulgarian frontier at Adrianople, the intention is to divert its waters from their normal course between Jamboli and the Turkish frontier, and to lead them westwards in the direction of Nova Zagora, with a view to watering the fertile plains between the latter and the Maritza. This project is still in its infancy, and provision for its realisation is not included in the following estimates. However, the work will not be a very expensive one, and the prospects for an increase in the productiveness of the plain are, I am told, a guarantee that the investment will be amply justified. It is calculated – and this applies to all projected irrigation works in Bulgaria – that the interest on the capital invested would be from 20 to 25 per cent per annum, in the case of Xanthi even 27 per cent, on a par with the best paying irrigation investments in India. The system to be adopted as regards the distribution of water is that obtaining in India, which has been taken as the model to be pursued in Bulgaria rather than that in vogue in Italy. In the latter country the water is sold by the Government at so much a cubic metre to the landowner. In Bulgaria the land within the irrigation sphere pays so much per annum for its water, and the system has been found to work well in the districts already irrigated. These are already important, but, of course, on nothing like the scale to which they are to be developed, the reclamation area in the Maritza Valley amounting to about 1,500,000 decars (10 decars equalling 1 hectare).

The total cost of the Maritza scheme as it has been planned will be roughly £2,000,000. The following sums have already been devoted to canals in the first section: £20,000 in 1908; £60,000 in 1912 (owing to the war this sum was held over, but it has since been expended), and £52,000 are to be allotted in this year's budget. Moreover there is a demand for an immediate extraordinary credit of from £200,000 – £240,000 to be obtained by way of a loan from the Agricultural Bank, and to be refunded out of the irrigation loan of £2,000,000, which it is proposed to arrange.

The works proper are: the correction of the Maritza and some of its tributaries; the regularization of the flow (barrages, reservoirs, and sluices); the correction and remodelling of the old Turkish canals; the construction of new canals.

There are three distinct sections: the upper Maritza, from a point to the west of Tatar Pazardjik to the latter town: the Topolnitza basin, and the Lower Maritza. The first two are the most immediate projects, and will redeem 67,000 decars and 82,000 decars of land respectively. A barrage-reservoir, to cost £60,000, of a capacity 25,000,000 cubic metres, is to be built near the headwaters of the Topolnitza in the neighbourhood of Ishtiman. A further reservoir will be necessary on the Upper Maritza.

The Lower Maritza section comprises the area between Tatar Pazardjik and Philippopolis, and is by far the most important section, redeeming over 1,000,000 hectares. The rivers concerned are the Jelidere, Krishim, and Cepelu to the south, and the Ludajana and Strema to the north. The principal canal in the north will run from the Topolnitka eastwards to the Strema, and continue in a south-easterly direction to the Maritza. The Strema is to have a reservoir of a capacity of 50,000,000 cubic metres. In the south the principal canals will be one from the Jelidere eastwards to the Maritza; a second from the Krishim eastwards to the Cepelu, and a third from a point higher up on the same river, eastwards to the Maritza. The Krishim is to be endowed with a reservoir of a capacity of 110,000,000 cubic metres.





**Dr. ASÈNE KERMEKTCHIEFF**, U. S. Consular Agent at Sofia, Bulgaria, graduate of Robert College, in his uniform as Surgeon in charge of a brigade lazaretto in Macedonia during the late war. Dr. Kermektchieff is co-operating with His Excellency Minister Vopicka for the establishment of a Bulgarian Branch of the **American Chamber of Commerce for the Levant**. While educated as a physician, Dr. Kermektchieff is chiefly engaged in export and import business. He represents in Bulgaria important American houses.

**Trade of Tripoli, Syria.**— Dr. Ira Harris, American Consular Agent, reports imports from the United States to Tripoli, Syria, to have risen from \$ 78,985 in 1912 to \$ 165,175 in 1913. The item showing most increase was kerosene. Regarding the outlook Dr. Harris says: "The feeling of depression which existed among all classes of business men in this consular district

has now given way to a sentiment of hope, and the outlook for 1914 is brighter."

**New York — Levant Steamship Service.**— Consul John H. Grout reports to Washington that the new monthly line of the Hamburg-American Line between New York and Odessa and other points in the Levant should improve trade

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and in the principal towns of  
ASIA MINOR.*

relations with Southern Russia. Should the venture prove satisfactory, sailings will be made fortnightly.

**Eggs for America.** — Of late the United States has found markets abroad from which it imports great quantities of eggs. Even from China, eggs are now imported to America. It is likely that this business will soon be extended to Turkey. At the present time, Marseilles is the chief market abroad for Turkish eggs.

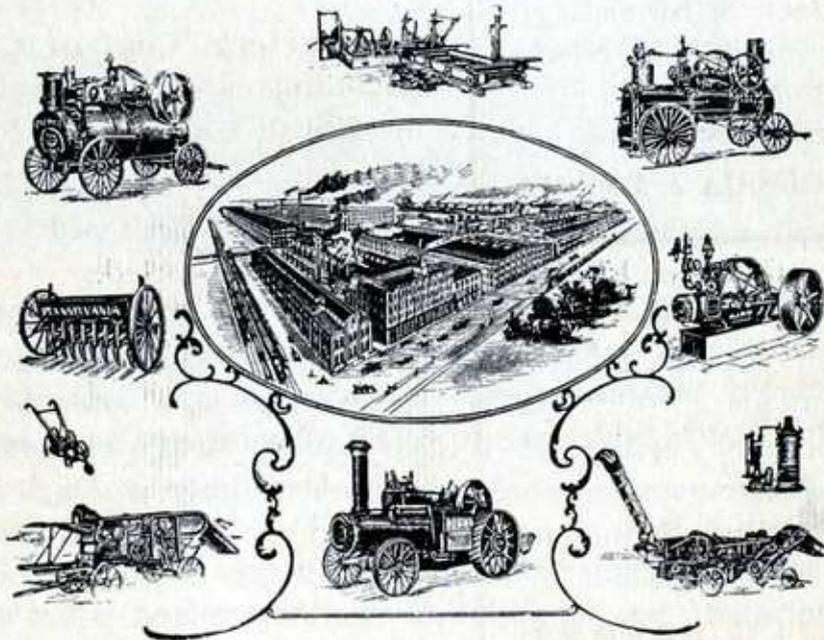
**American Coal at Genoa.** — According to statistics furnished by the British Chamber of Commerce for Italy, 3,192,299 tons of coal were imported at Genoa in 1913, as compared with 3,044,985 tons in 1912. At the neighboring port of Savona, 1,246,780 tons were imported, as against 1,115,964 tons in 1912. Taking the Genoa imports alone, 243,030 tons came from American ports and 88,950 tons from Germany, practically the whole of the remainder being British coal.

**The Leading Port of the World.** — It is found very difficult to determine absolutely which is the leading port of the world, so evenly is maritime business distributed between New York, London and Hamburg. Galveston ranks second to New York in the export business of American ports. During the last three years, both Galveston and New Orleans have forged ahead of Boston, which now holds fourth place.

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COTTON EXCHANGE BUILDING, NEW YORK, U.S.A.

## Sivas and its Future.

(By Lewis Heck, American Deputy Consul General).

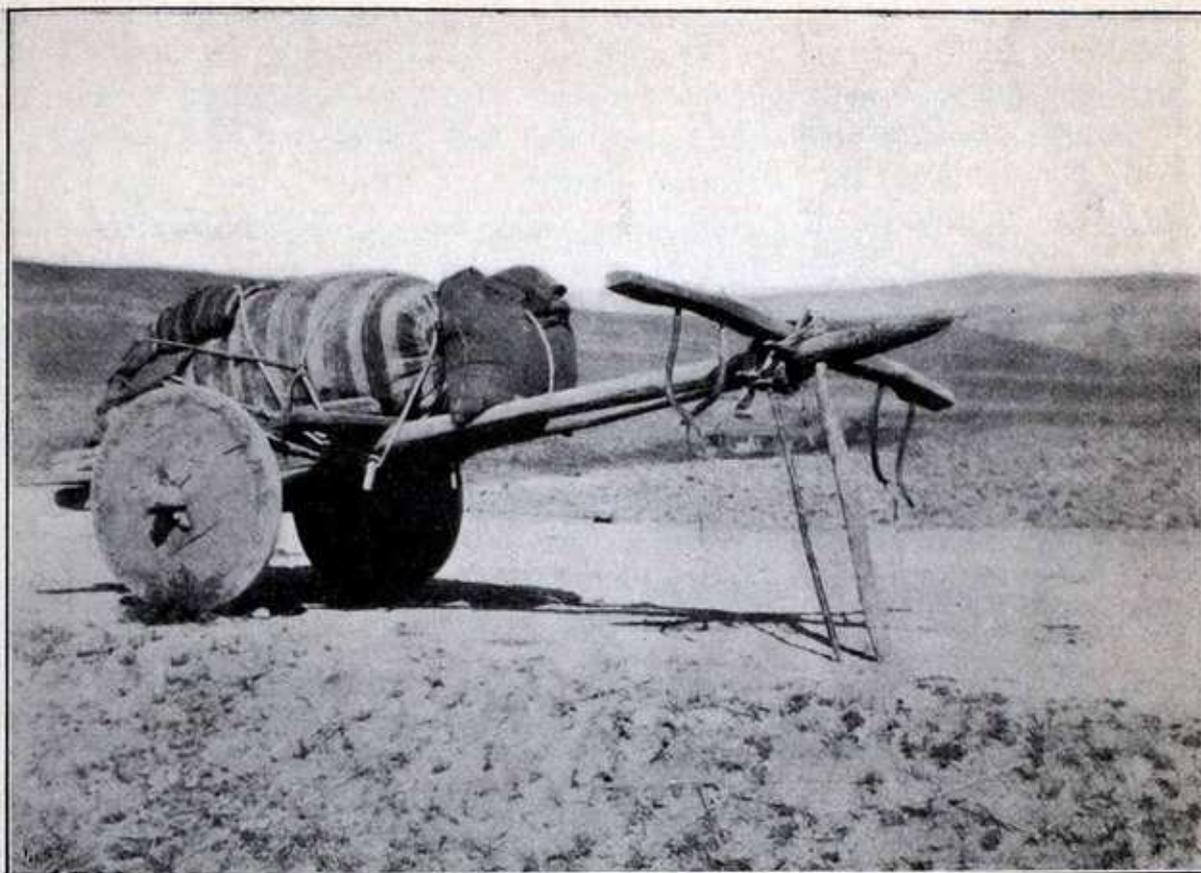
**S**IVAS is today the second largest city in the interior of Asia Minor, and promises to some day exceed all other rivals in population. For by virtue of its geographical position, it seems destined to become the chief railway center or junction point of Anatolia. Its main connection will be with Samsoun on the Black Sea Coast, which line now seems to have a strong chance of construction by a French company, and already some fifty kilometers beginning at Samsoun have been prepared for laying the tracks. It is a line that should be profitable from the very inception of its operation, as it will open up rich regions, and will find a large volume of traffic eagerly waiting for its facilities.

Other projected connections are with Cesarea, there to connect with a branch of the Bagdad Railway, and with Angora, where a similar junction will be effected. A line to the southeast is also probable, to connect with Harput and points beyond, and eventually with the system which is to have Erzroum for its center. At present the Samsoun-Sivas line seems to have the best chance of a speedy construction, but there is also a demand and a need for the other undertakings, and many years ought not to elapse before they are started.

The Sivas Vilayet is fertile and can produce a wide range of crops—cereals, opium, tobacco, fruits, etc., the fruits of Amassia and Tokat being famous all over Turkey. It also possesses valuable mineral resources, especially in the Kara Hissar Sanjak, while coal is found near Amassia and Marsovan, a mine being now actively worked at the latter place. The proposed lines to the westward will also cross fertile regions, and secure much freight.

At present all transportation from Samsoun inland is by carriage and wagon, over a road that is in poor repair. The French road company has rebuilt or prepared to rebuild a large section of the old chaussée to Amassia. Six days are usually spent on the carriage journey from Samsoun to Sivas, about 218 miles, while wagons loaded with merchandise require a day or two longer. In winter a pass called Chamli Bel, between Tokat and Sivas, is usually impassable for several months on account of snow. The journey from the Bagdad Railway (Eregli or Chai Han) via Cesarea can also be made in six days, but the road is not so good as that from Samsoun. There is also much travel through Sivas to Harput, Diarbekir, and points beyond, Harput being another six days from Sivas.

As in all the other chief cities of Asia Minor, there is a well established American mission station at Sivas. It is now in a state of transition, for new buildings have either been erected, or else are in the



**Cart for oxen or buffaloes. The axle turns with the wheels. Nearly all farm produce in Asia Minor is transported on these carts, but on account of their narrow tread, they will not be allowed on the newly constructed main roads.**

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course of construction, on a new and most desirable site outside of the town. On the new site the boys' boarding school and teachers' college building and a house for the head of the institution are almost completed, while a girls' boarding school and an orphanage (the funds for this latter being supplied from Switzerland) are being started this summer. Nearly all the materials used in the construction of these buildings are of local origin, since the high cost of transportation renders outside supplies too expensive. But there are a number of American appliances and machines in use, a list of which will have interest for the readers of the *LEVANT TRADE REVIEW*.

First of all, the new boys' boarding school and the house of the Rev. E. C. Partridge are supplied with water pumped from a well by a windmill manufactured by the Aermotor Co. of Chicago. Light is furnished by an acetyline plant that came from the J. B. Colt Co. of New York city, and this light is found to be only slightly more expensive than oil lamps, while it is far more convenient and satisfactory in every way. The

roofs of these two buildings are covered with metal shingles known as "Walter's Roofing", from the National Sheet Metal Roofing Co., Jersey City, N. J. Woven wire fencing was purchased from the American Steel Co.

With an eye to the future, when coal will be feasible as fuel, hot air furnaces, made by the Walker & Pratt Co. of Boston, were installed in these two buildings. In a cold climate like that of Sivas, hot water would have been preferable, but the cost of iron piping bought at Constantinople is increased by just 100 % before it reaches Sivas, and so is too expensive.

Some Stafford desks have been ordered, and nearly all of the builders' hardware—locks, window chains, etc. — are of American origin. It has been found that locks ordered directly from the United States are not only much preferable, but are also cheaper than those of other manufacture which can be obtained in the local stores.

All the buildings and houses of the entire mission station are connected by a private telephone system, there being seven phones. The instruments were made by the Sumter Telephone Co. of Sumter, S. C.

There are also several simple woodworking machines in the mission carpenter shop, and a small motor will probably be ordered to run them.

Altogether, it will be seen that while the natural preference of those connected with the mission would be for articles of American manufacture, at the same time experience has showed that the above enumerated equipment has proved very satisfactory, and in nearly every case cheaper than if it had not been ordered directly from the United States. It serves to give an idea of what outlets for certain lines of manufactured goods will be afforded when transportation facilities are once supplied to Asia Minor.

Agricultural machinery will probably be the most important line for the Sivas region, for it is essentially agricultural, and until now nearly all farming has been carried on by the most primitive methods. The Ottoman government maintains a model farm a few miles away from Sivas, but until now it has not had the desired effect on farming methods, chiefly because of lack of transportation facilities. With sufficient railways and more good roads, even the conservative Turkish peasant will soon be convinced of the value of methods which will help him to raise larger crops, for now the lack of good facilities for marketing his produce discourages new and costly ventures into experimental regions that are entirely unknown to him.

The writer desires to record once more his belief and conviction that the first and chief need for the solution of the problems that confront Asiatic Turkey are good roads, ports, and railways. Just as railways have always been considered the backbone of business in America, so will transportation facilities form the basis on which a prosperous economic structure can be erected in Asia Minor.

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

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HERMAN A. HOLSTEIN

Established : 1856

CONSTANTINOPLE

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Proprietor :

**CARL HOLSTEIN**

EXPORTER

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

### Armenians in America.

We quote as follows from an official report by Consul Masterson at Harput, quite recently promoted to Durban, South Africa :

A leading Constantinople paper of recent date made the following estimate of the number of Turkish subjects at present residing in America :

"There are to-day in America 300,000 Ottomans who have gone from Syria, also 80,000 who have emigrated from Anatolia, the majority of whom are Armenians, besides several thousands of Albanians, Greeks, Bulgarians and others of Turkish citizenship".

The evidences of this emigration are particularly noticeable in Armenian villages where the remaining residents are principally women, children, old men, and a small number of younger men. Frequently there are not enough men left in the village to cultivate the surrounding fields. If no money came from the absent ones this condition would be alarming, and starvation and suffering would be a common condition, but the inflow of money is as regular and constant as the outflow of bread-winners has been continuous. It is estimated that families residing in this city and near-by places receive at least \$50,000 per month, or about \$600,000 per year from Armenians in America.

American goods have an overwhelming advantage because of these returned Armenian emigrants. Many American articles are found

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SMYRNA, TURKEY.

Planters and  
Exporters of  
TURKISH LEAF TOBACCO

*Cable Address :*

"PIROCACO", SMYRNA.

in the markets in increasing numbers and variety, principally cotton goods, drugs and medicines, second-hand clothing, toilet articles, razors, cutlery, rubber goods, lanterns and lamps, stationery, metal roofing and hardware such as hatchets, saws, files, screw-drivers, carpenters' planes, drills, hinges, locks and wire nails. Sales have also been made of wooden shoe pegs, fountain pens, wagons, paint, well-drilling machinery, piping for artesian wells, windmills, pumps, cooking and heating stoves. If articles of this kind were kept in stock in Constantinople, these and similar sales would be largely increased.

**American Lumber for Egypt.**— The largest shipment of red gum lumber ever made has been started from Charleston, Mississippi, to Alexandria, Egypt. The shipment consisted of a solid train of thirty cars, containing 541,000 feet of red gum timber. It was taken by rail to Pensacola, Florida, where it was loaded on a specially chartered steamer for delivery in Alexandria. The consignment is the largest single order of red gum ever sold. The lumber is to be used for inside decoration purposes by the Egyptians. American red gum is growing in popularity, not only in Egypt, but also in Syria, Greece and Constantinople.

**Parcel Post to Greece.**— A parcel post convention has been concluded between the United States and Greece, to take effect May 9, 1914.

**BROWN'S** HOUSEHOLD  
FOR  
RELIEVING **PANACEA**  
PAIN BOTH INTERNAL & EXTERNAL  
SUCCESSFUL IN  
**LA GRIPPE AND CHOLERA**



**INVALUABLE FOR** Cramp in the Limbs  
and Stomach, Pain  
in the Stomach, Bowels or Side, Rheumatism  
in all its forms, Stitches in the Back or Side,  
Bilious Colic, Cholera, Dysentery, Colds, Fresh  
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Spinal Complaints, Sprains and Bruises.

ALL VEGETABLE AND ALL HEALING.

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

*Bahtiar Han, Rue Voïvoda, Galata.  
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**EXPORT :**

Turkish Otto of Roses,  
Opium, Gum tragacanth, Seeds,  
Kernels, Hemp, etc.

**IMPORT :**

American Oleo Oil, Cotton seed  
oil, Leather, etc.

CONSTANTINOPLE, TURKEY

## New Persian Gulf Trade

A good deal of attention is at present being given to services with Persian Gulf ports, as big trade developments are expected in those waters. When the irrigation scheme in Mesopotamia is carried out, and the firm of Sir John Jackson, Ltd., is now erecting a huge dam to force part of the water back into the bed of the Euphrates, vast areas of land will be brought into cultivation for cotton and grain. Moreover, the agreement concluded between the British Government and the Anglo-Persian Oil Company will soon call for the employment of tank ships for carrying liquid fuel.

The British concerns engaged in the Persian Gulf trade are the Strick Line, Ellerman & Bucknall Steamship Company, the British India Company, West Hartlepool Steam Navigation Company and the Flower Motor Ship Company. The Hamburg-American Line also maintains a monthly service, and quite recently it arrived at an agreement in this connection with the Hall Line. Moreover, the Russian Government is taking action in the matter, and a bill has been introduced into the Duma providing for the grant of an annual subsidy of £ 12,000 in support of sailings under the national flag between Odessa and Bushire for a period of ten years.

*American Manufacturers* desirous of doing business with the Levant and the Balkan States, should advertise in *Levant Trade Review*, thus reaching all leading merchants in the Near East interested in American trade.

## EMIL HECHT

**Export :** Sheepskins, Chevrettes,  
Lambskins, Hides and  
all kinds of Turkish  
Wools.

**Import :** Hides and General  
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Beirut, Aleppo, Bulgaria, Servia and  
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*Sirkedji, Angora Han, Constantinople.*

## S. AMAR & Co.

*Importers, Representatives,  
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*Validé Sultan, Han, N° 18, Stamboul,  
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**First Class Reference givens  
in America and Europe.**

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5th Edition and Lieber's.

## Le Cuivre Américain.

**D**URANT l'année financière se termi-  
nant le 30 Juin 1913, il a été  
exporté d'Amérique en Turquie pour  
\$32,224 de cuivre contre \$58,558  
en 1911-12, \$140,700 en 1910-11 et  
\$15,120 en 1909-10. L'exportation  
de cet article semble augmenter  
considérablement et s'étendre aux  
autres pays du Proche Orient.

Le chiffre d'exportation du cuivre  
américain pendant ces quelques der-  
niers mois a été plus important que  
jamais. L'essor des ventes à l'étran-  
ger a été fermement en croissance.  
Les prix du cuivre de l'année cou-  
rante sont de beaucoup inférieurs  
à ceux de 1913.

Les pays industriels d'Europe  
absorbent presque la totalité du  
cuivre exporté des Etats-Unis. Des  
740 millions de livres de cuivre ( en  
saumons, lingots, barres ) exportées  
l'année passée, 735 millions de livres  
furent vendues à l'Europe, l'Alle-  
magne ayant acheté 250 millions de  
livres, la Hollande 160 millions, la  
France 120 millions et le Royaume  
Uni un peu plus de 100 millions.  
L'Italie, l'Autriche-Hongrie, la Belgi-  
que, la Suède, la Russie et le Canada  
sont les seuls pays où l'exportation  
n'ait pas excédé 4 millions de livres  
durant l'année écoulée.

Le cuivre occupe une des pre-  
mières places dans l'exportation de  
ce pays, étant dépassé seulement  
par le coton brut, le fer et l'acier.  
Pendant l'année dernière le coton  
brut exporté s'est élevé à un mon-  
tant d'une valeur de 575 millions  
de dollars et les articles fabriqués  
en fer et en acier (instruments ara-  
toires y compris) à 330 millions de  
dollars, tandis que les objets ou  
articles en cuivre exportés se chif-  
fraient à 145 millions de dollars.  
L'on présume pour 1914 un chiffre  
de 150 millions de dollars de cuivre  
manufacturé, exportés.

## Our New Officers.

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THE Chamber enters upon its fourth year with several new men on the managing board. Among these may be mentioned Mr. Oscar Gunkel and Mr. Lucien Irving Thomas, otherwise directing the affairs of the Standard Oil Company in the Levant, Mr. Arthur Leavitt, Assist. Turkish Secretary at the American Embassy in Constantinople, Mr. Theron J. Damon, an American journalist residing in the East, Mr. Theo. N. Curmusi of the Austro-Americano S. S. Line, and Mr. J. Wylie Brown who takes over the executive work of the Chamber, which during the last two years has been performed by Dr. Hubert Banning. We regret to report that the latter has resigned in order to go into business in America. Mr. Brown will be in active charge of all current correspondence and, in general, the current business of the Chamber, including its publicity work.

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## American Commercial Excursion into the Mediterranean.

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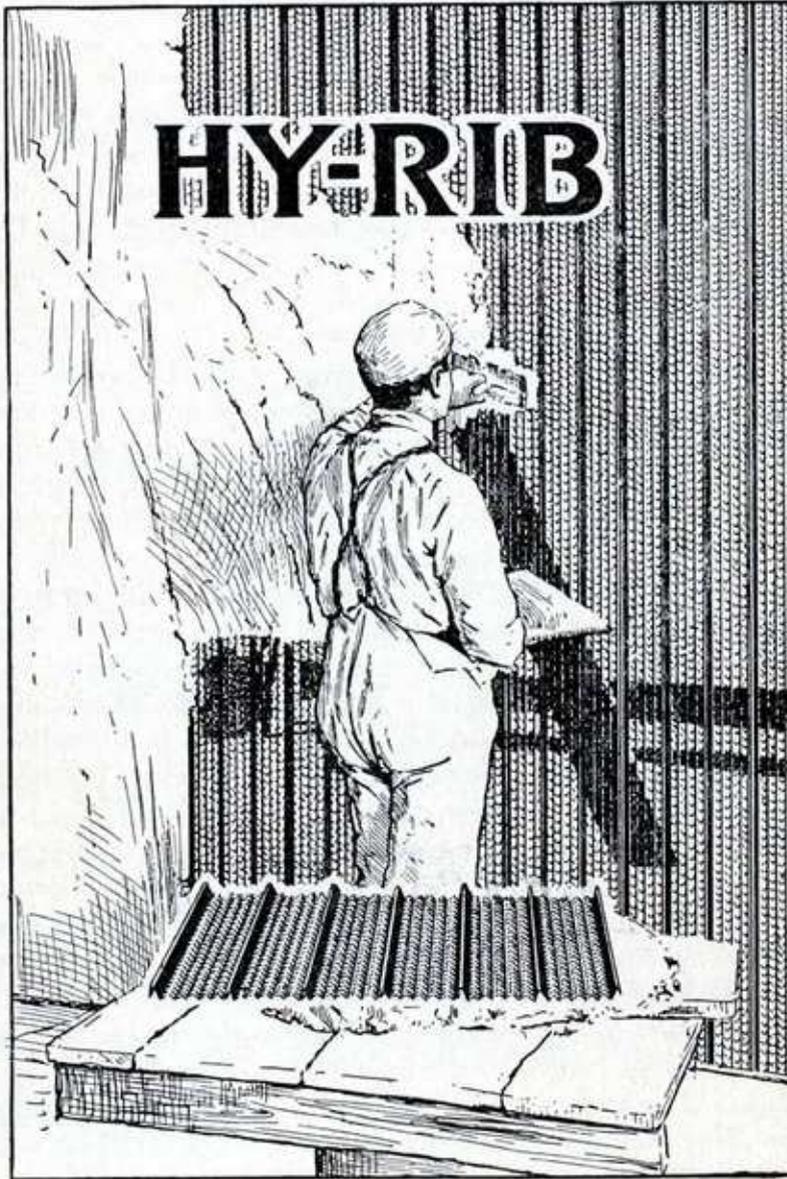
At its meeting April 1st, the Board of Directors of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT appointed a committee to promote the idea, repeatedly suggested by Consul-General Ravndal, of an American Commercial Excursion into the Mediterranean. The committee consists of Mr. Ravndal, chairman, and Messrs. Kendall, Thomas, Curmusi, Fresco, Wirth, Mill, Davis, Mizzi, Damon, Chasseaud.

It is the intention of the Committee to have the Chamber of Commerce of the United States of America in co-operation with Mr. Frank C. Clark, the well known American tourist agent, organize a party of American business men interested in the markets of the Mediterranean and the Black Sea, to visit the principal ports of these waters. The committee eventually will invite the assistance of American consular officers concerned and also that of the AMERICAN CHAMBER OF COMMERCE FOR ITALY at Naples whose President, Mr. J. P. Spanier, is one of the most enterprising and most popular Americans residing in Europe.

In this connection we would quote as follows from a letter from Lucien Memminger, Esquire, who attended the Sixth International Congress of Chambers of Commerce, held in Paris during the month of June, as the Delegate of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

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**AMERICAN LEVANT AGENCY**

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WHEN WRITING TO ADVERTISERS KINDLY MENTION LEVANT TRADE REVIEW

Mr. Memminger, a highly esteemed member of our Chamber, is Consul of the United States of America at Rouen. He was formerly Vice Consul General in Charge at Smyrna and as such effected the organization of the Smyrna Branch of our Chamber. Mr. Memminger, replying to a communication from the chairman of the Commercial Excursion Committee, expresses himself as follows:

I write to acknowledge the receipt of your letter of June 2, 1914, with enclosures, and also to report briefly regarding the Sixth International Congress of Chambers of Commerce in Paris, which I had the pleasure of attending as a delegate for the American Chamber of Commerce for the Levant.

I will not attempt to outline the proceedings of the Congress, knowing that you will obtain these through the formal reports, but will merely mention that the American delegates of whom there were about fifty in all were greatly pleased that the Congress adopted what is known as the "documentation" or "referendum" plan, namely that prior to the assembling of Congresses hereafter an exchange of views on questions to be discussed will be conducted between the various chambers of commerce taking part in the Congress. This, it is believed, will facilitate the transaction of business and will tend to a better understanding of the proceedings and more general interest in them. The American delegates were actively in favor of the "documentation" plan.

Relative to the proposed American Commercial Excursion to the Levant regarding which you wrote me, I made this the principal business of my visit to the Congress and endeavored to bring it to the attention of all who might be interested or who would be willing to assist in promoting the undertaking. Mr. John H. Fahey, President of the Chamber of Commerce of the United States, expressed much interest in the plan and said he had already written you on the subject and contemplated bringing up the matter at the directors' meeting of his organization in October, but that he would like still further details, as, for instance, whether the members of the party should be manufacturers, or exporters, or capitalists, etc., and just what lines of business are most likely to be interested; also whether it is intended that the visits shall be largely of a social nature for establishing relationships, or for actually placing orders, etc. He desired to have, moreover, a definite itinerary with places to be visited, approximate dates and approximate costs, etc.

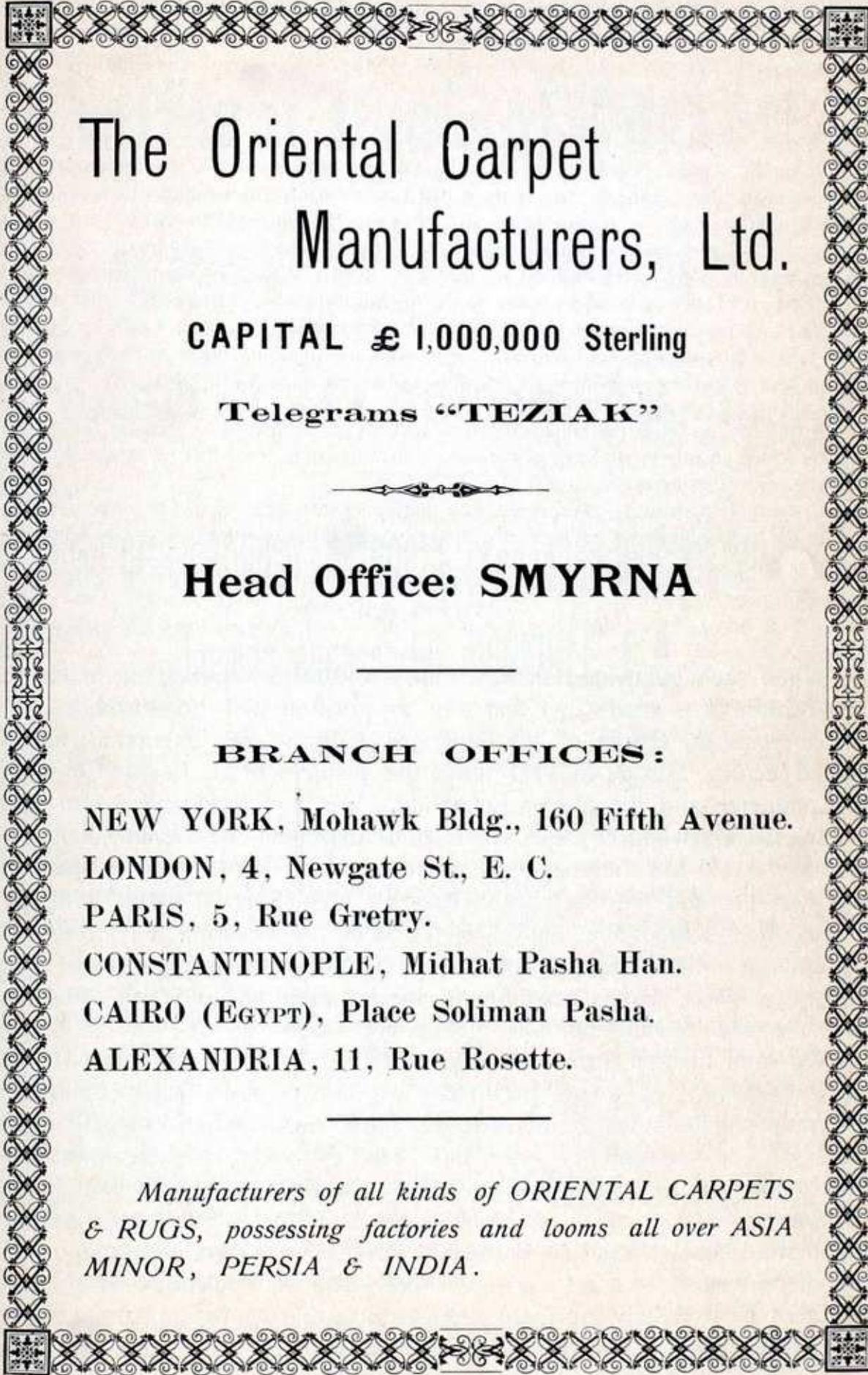
Mr. Charles H. Sherrill, former Minister to the Argentine, and a member of the permanent committee of the International Congress, whom I had the pleasure of meeting, spoke most cordially of the proposed excursion and said that he would doubtless find an opportunity to bring the matter before commercial organizations in the United States.

During the first three days of the Congress the American delegates met regularly at luncheon at the Hotel Lutetia and although these gatherings were informal in character they enabled acquaintanceships to be formed and gave an opportunity for the discussion of subjects relating to the Congress. At the third day's session when about 40 delegates, some of whom were accompanied by their wives, were present, Mr. E. Wilder of Chicago who was acting as chairman of the meeting courteously gave me permission to say a few words, and I spoke substantially as follows:

"Ladies and Gentlemen,

"The Chamber of Commerce which I represent as delegate has its headquarters in a very distant city—Constantinople, Turkey,—but it has American interests very much at heart none the less.

"I hope you will pardon me for taking advantage of this opportunity to speak of a matter somewhat outside the business of the Congress but which I hope will be of interest to you as American delegates.



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**CAPITAL £ 1,000,000 Sterling**

**Telegrams "TEZIAK"**

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

**PARIS, 5, Rue Gretry.**

**CONSTANTINOPLE, Midhat Pasha Han.**

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

**ALEXANDRIA, 11, Rue Rosette.**

---

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

"What I wish to make known to you is the fact that the American Chamber of Commerce for the Levant is endeavoring to arrange an American Commercial Excursion to the countries of the Levant. Our Chamber is of the opinion that nothing could more effectively promote American commercial expansion in the markets of the Mediterranean and Black Sea than a visit on the part of a considerable number of American business men extended from Barcelona to Odessa and touching such countries as Spain, Italy, Turkey, the Balkan States, Egypt, North Africa, etc. The Balkan settlement and the institution of a direct and regular steamship service from the United States into the Mediterranean and Black Sea would seem to render such a visit most timely if it could be carried out in the near future. I presume that the Chambers of Commerce which you represent will be informed more fully by correspondence regarding the details of this proposed excursion, but the matter is of such vital importance to the organization which I represent that I have ventured to bring it before you here. In case any of you are interested I shall be glad to place myself at your disposal for giving all possible information, both as regards the excursion and as to the possibilities of extending American trade in the Near East. I thank you."

At the conclusion of the luncheon several persons came forward to give me their cards and expressed an interest and one gentleman, a manufacturer, said that he would write to me later regarding the matter.

I take this opportunity of expressing my thanks to the Chamber of Commerce for the Levant for having conferred upon me the honor of appointing me delegate to the Congress in Paris.

With kind regards,

Very sincerely yours,

LUCIEN MEMMINGER

When such gentlemen as Mr. Fahey and Mr. Sherrill get behind a proposition, it is a safe bet that the proposition will go through. Mr. Fahey was in charge of the American Commercial Excursion which visited central Europe in 1911 under the auspices of the Boston Chamber of Commerce and Ex. Mayor Fitzgerald. We then telegraphed him suggesting an extension of the trip from Budapest to the Levant, but the itinerary could not be changed. However, Mr. Fahey promised that the suggestion would be acted upon later on. Mr. Sherrill shares with Mr. Farrell, President of the United States Steel Corporation, the honor of being one of the best informed men in America on foreign trade relations. Hitherto, he has been giving special attention to South America, but is now branching out into the general situation.

We hold that the principal need of American business men at the present juncture is to get personally acquainted with foreign markets. Several excursions to South America have been carried out, and they have proved exceedingly beneficial. One excursion has been had to China and one to central Europe. It now seems opportune to visit the commercial centers of the Mediterranean and the Black Sea, since the countries whose shores are washed by these waters are entering upon an era of rejuvenescence and reconstruction. American relations with Spain, southern France, Italy, northern Africa (including Morocco), the Levant, the Balkan States, southern Russia are capable of vast extension. Let

# National Bank of Turkey.

ESTABLISHED 1909 BY IMPERIAL FIRMAN.

**CAPITAL - £1,000,000 Sterling.**

Head Office: CONSTANTINOPLE (Kenadjian Han, Stamboul),

London Agency: 50, CORNHILL, E. C.

The National Bank of Turkey undertakes every description of Banking business. It opens current accounts according to the custom of Bankers. Customers have the facility of discounting approved bills and of obtaining advances upon negotiable securities. The Bank will undertake the purchase and sale of bonds, shares, etc., on the London Stock Exchange, on the local and on all the Continental Bourses, the safe custody of customers' securities and valuables, and the collection of drawn bonds and coupons when due. The Bank issues drafts and telegraphic transfers payable in all principal towns in the world. Letters of Credit for the use of travellers are also issued. Advances made on merchandise. The purchase and sale of coupon, foreign bank notes, coin and bullion are undertaken. Bills negotiated or sent for collection. Mercantile credits opened.

Deposits received for fixed periods at rates of interest which can be ascertained on application.

American capitalists, manufacturers, and exporters come and see for themselves. We sell cotton goods in Abyssinia and coal in Italy. But there are other things to be done. Generally speaking, the balance of trade in the markets under discussion is abnormally adverse to our country. In Turkey and Egypt alone, we buy about \$ 40,000,000 in a year, but our direct sales to these two countries are comparatively insignificant, not exceeding \$ 6,000,000 annually. The chief obstacle is lack of acquaintance and consequently lack of confidence. This drawback can best be removed by personal intercourse. Our Chamber was represented at the International Congress of Chambers of Commerce in Boston in 1912 by twelve delegates. This was the first important step in the direction of closer relations. It is up to the Americans at home to take the next step.

Fortunately the business men of America are now organized, and the Chamber of Commerce of the United States can carry out the proposed excursion without great difficulty. Undoubtedly, Mr. Redfield, Secretary of Commerce, will see to it that the diplomatic representatives of the Great Republic of the West will lend their hearty efforts towards the success of the Excursion. It is a source of profound gratification that there is at the head of the Department of Commerce of the United States a gentleman who knows from personal experience the real needs of American foreign commerce.

In further elucidation of the subject at hand, we reproduce below Consul-General Ravndal's letter to Mr. John H. Fahey, President of the Chamber of Commerce of the United States of America, and the latter's reply.

Dear Sir:

I have been requested by THE AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT to solicit your powerful co-operation in the matter of the proposed American Commercial Excursion to the Mediterranean and Black Sea countries. Our Chamber is of the opinion that nothing could more effectively promote American commercial expansion in the markets under consideration than a visit on the part of a considerable number of American business men extended from Barcelona to Odessa and touching such countries as Spain, France, Italy, Albania, Greece, Turkey, Bulgaria, Roumania, Russia, Egypt and North Africa. The Balkan settlement and the institution by the Hamburg-American Line of a direct and regular steamship service into the Mediterranean and the Black Sea would seem to render such a visit most timely if it could be carried out in the near future. Would it in your opinion be possible to arrange it in the autumn of the present year or in the spring of 1915, or must it necessarily be put off until after the San Francisco Exposition. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT is keen to have it materialize this year, and in compliance with its decision I am writing by even mail to Mr. Frank C. Clark, Tourist Agent, Times Building, New York City, suggesting that he place himself in communication with the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA with a view to organizing and carrying out the Excursion at the earliest practicable moment. We feel that while South America certainly should receive special consideration at the hands of American manufacturers, the Mediterranean and Black Sea countries also have their peculiar claims, especially at this time of renaissance in the Near East.

**American Cotton**



**Oil Company,**

**27, BEAVER STREET, NEW YORK CITY,**

Producers of the most famous Brands of

**COTTON SEED OIL,**

**Selling Representatives for  
the Levant:**

**FULIAS & COMPANY**

**Abid Han, Galata,**

**Constantinople.**

What we need out here, next to steamship facilities which have been recently secured, is an American bank in each of the principal commercial centers. It is, therefore, recommended by our Chamber that a special effort be made to secure the participation of as many American financiers as possible in the Excursion. We would emphasize this desideratum as much as possible.

A strong committee has been named by the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT to push the Excursion scheme, and as soon as we receive your approval of some definite plan, we will place ourselves in touch with the American Consul General in Barcelona and other American and foreign officials and endeavor to prepare in the best way possible for the Excursion.

I need hardly suggest that the countries out here offer exceptional attractions from a tourist point of view, and that pleasure can be conveniently combined with business. Ladies could very well join the excursion.

The present writer endeavored through this Chamber to induce your Excursion to Europe in 1911 to deviate into these regions. The Boston Chamber of Commerce at that time promised to take up and act upon the suggestion, after getting through with the International Congress of Chambers of Commerce in 1912.

Hoping that you will take kindly to the present proposition, and with sentiments of high esteem,

Very sincerely yours,

G. BIE RAVNDAL .

Dear Sir :

There has just reached me your letter of April 18th to my friend Mr. John H. Fahey, and he requests me to put myself into touch with you, which it gives me great pleasure to do. The subject matter of your letter interests me greatly and will be laid before our Committee for Foreign Relations (of which I have accepted the Chairmanship) at our first meeting in the autumn. You can count upon my cordial co-operation in every possible way. I hope that your delegates to the International Congress of Chambers of Commerce, June 8th, will make themselves known to me upon their arrival here, so that we may discuss your interesting suggestion. Our Ambassador in your Capital, the Hon. Henry Morgenthau, honors me with his friendship, and is, I am sure, doing everything in his power to further the interests of your Chamber. We are all to be congratulated that the President was able to persuade him to enter the diplomatic service - I wish we had more like him!

With assurances of my esteem, I am,

Yours very sincerely,

C. H. SHERRILL.

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### IMPORTERS :

Petroleum, Cotton Goods, Oleo Oil and other American manufactures.



**HON. A. W. WEDDELL,**

Consul General of the United States of America, at Athens, Greece.

## Our Consular Representation In Greece.

We have the pleasure of reproducing in these pages the likeness of Mr. A. W. Weddell, the new American Consul General in Athens. Mr. Weddell comes to Greece with a fine consular record acquired in Zanzibar and in Catania, Sicily. He is determined to organize in lower Greece a branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, and those who know about his energy and unswerving faith doubt not that he will carry his point. In this he will be ably and faithfully assisted by Consul Cooke at Patras, an old and tried friend of our Chamber whom we all admire for his perseverance in the interest of American trade expansion in the face of numerous and multifarious obstacles. Completing the trio by adding the name of John E. Kehl who has made an enviable record in Salonika both as an "ambassador of trade" and as a diplomatic officer, the United States of America has in Greece a consular representation of which it may properly be proud. It remains to be seen whether these officers will be able with the assistance of His Excellency the American Minister to bring about a reduction of those tariff duties which render American trade in Greece impossible. It would seem desirable that all persons interested in Greek-American commerce and in increased friendliness between the two nations should combine for that purpose. This can be accomplished by the organization of a Branch in Athens of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT and by hearty co-operation of the Branches in Athens and Salonika.

### MARC .C. CARICIOPOULO,

*Ibrahim Riffaat Han, Galata, CONSTANTINOPLE.*

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Gulf & Valley Cotton Oil Company, Limited,  
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"LUX" — Prime Summer Yellow,  
"LUCY" — " " "  
"STELLA" " " "  
"NORA" — Choice Prime Summer Yellow,  
"RUBY" — Pure Salad Winter Yellow,  
"AMBRA" — " " " "  
"CRYSTAL" " " " "  
"LA PERLA" — Choice Summer White,  
"NECTAR" — " " " "  
"ERMYS" — " " " "

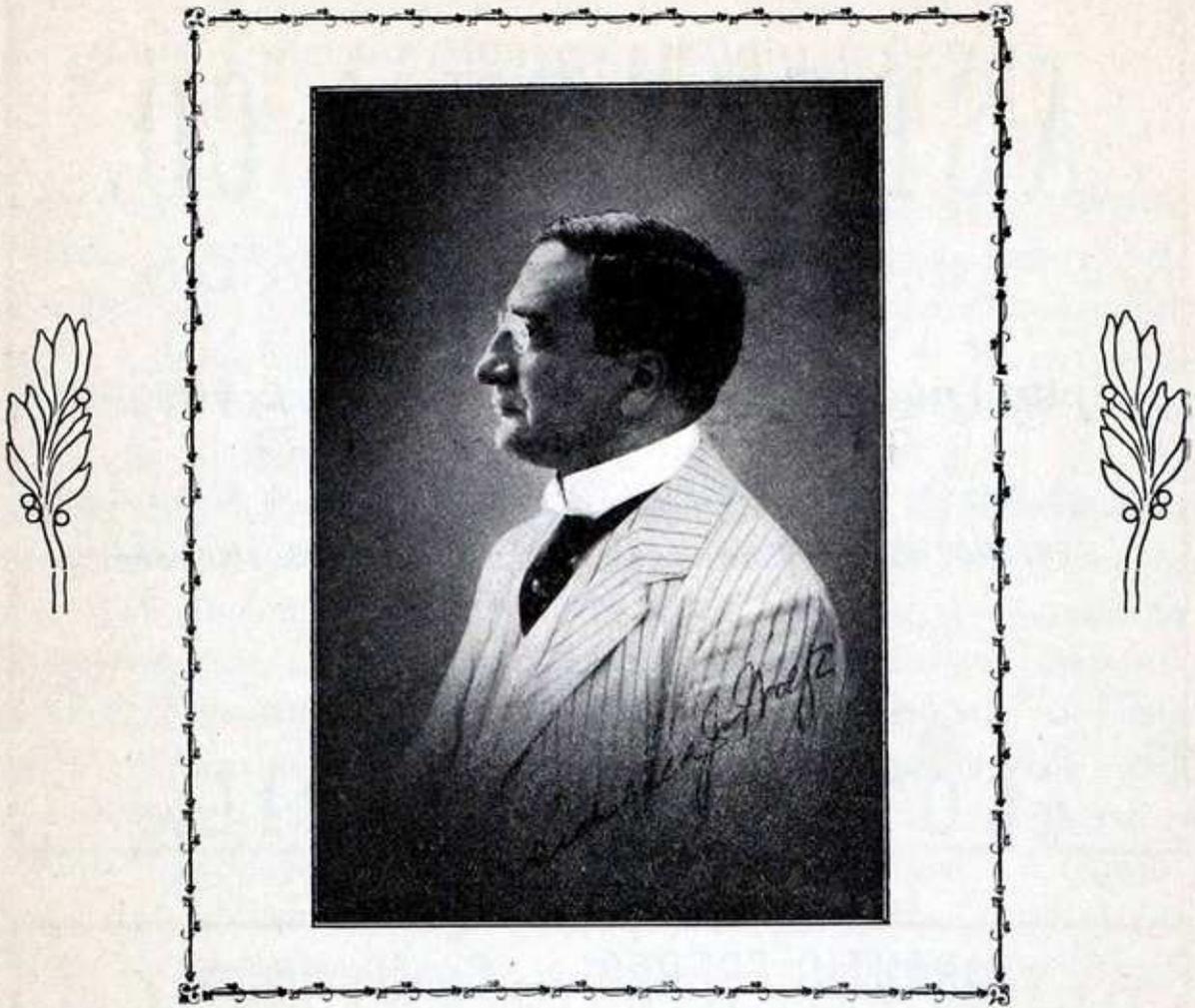
### Represented in:

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VALETTA (Malta),  
ALEXANDRIA

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

**WRITE FOR PARTICULARS.**



We are pleased to present to our friends **Mr. ARCHIBALD J. WOLFE**, representative in Russia and the Near East of the **United States Steel Products Company**. A reference to his visit to these parts is found under "**Personalia**." Below we print his "**Some Impressions of The Levant**".

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## Some Impressions of the Levant

BY ARCHIBALD J. WOLFE.

**O**N my present trip to the Levant I visited Constantinople, several ports in Asia Minor, Syria and Palestine, and several important places in the interior. I have been for years in touch with the Levant market. I have not visited a place where the names of the principal houses had not been familiar through correspondence, lists, directories or credit reports. In fact not long ago I published a little pamphlet on the conditions in this part of the world after the war.

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# DEUTSCHE ORIENTBANK A.G.

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DÉDÉAGHATCH, BROUSSE, MERSINE, ADANA, ALEP, ALEXANDRIE,  
LE CAIRE, MINIEH, MANSOURAH,  
TANTAH, BENI-SOUËF, TANGER, CASABLANCA**

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

Yet this was actually my first trip to the Levant, and to me it was a striking demonstration of the superiority of personal travel to correspondence, talks with travelers and hearsay in general. Not only is it utterly impossible to gather a fully accurate picture of conditions in any one market without personal travel, but the sense of proportion is lacking. The export man has a number of names and credit reports. This may do as far as merely telling to this house or that house is concerned. But does he know just how his goods are handled?

It is the custom in the Orient of taking a wife without a previous view of her charms. We laugh at this. But how few of us have seen our agents at work before appointing them our agents.

There are so many things to consider in appointing agents for special territories. We must know the best working center and in that place find the most suitable person. Merely good information regarding the agent is insufficient. There are in the Levant so many considerations of local character that often a firm might prove efficient if located at some other point. We must always know the class of trade to which the agent is to sell. It is a pity to wait for an agent to make an application for an agency rather than select one yourself. Often one misses an ideal representative in this fashion.

Personal travel also gives thorough insight into the working methods of foreign competitors. We surely can teach them some things, but can also learn a great deal. Then again we can readily see whether our customers' complaints are fancied or real. Some of the most plausible complaints may be seen unwarranted or turn out to be based on a misunderstanding. The moral effect on a customer is also astounding. The moment you have been transformed from an intangible oversea entity into a living being, have exchanged a few words of good will with your foreign customer, you have established yourself in his brain and heart. You will not be forgotten when orders are placed.

By all means travel in the Levant. You will see a brave set of different peoples struggling to prosperity against obstacles such as the pilgrim fathers had not encountered. So great are their troubles, and so brave is their fight that they not only will succeed but will have earned success to the full.

The people here do not want luxuries, but they are beginning to use what to us are necessities. It is no use to buy and spread here some of the highly specialised products of a wealthy and comfort loving community. I have seen circulars of electric curling irons in places where the only electricity is produced by rubbing a cat's fur—besides occasioned celestial demonstrations. They need plows and nails and oil lamps, but they can do without special appliances for stringing clotheslines, circulars of which I have seen on the desks of perplexed Consular agents. If

# LA NEW-YORK

## COMPAGNIE D'ASSURANCE SUR LA VIE

	Exercice 1912	Exercice 1913
	Francs	Francs
<b>Assurances nouvelles régularisées.</b>	1.028.111.606	1.206.630.073
Production la plus considérable qui ait été réalisée par une seule compagnie dans le monde entier en 1912 et en 1913.		
<b>Assurances en vigueur . . . . .</b>	11.244.983.281	11.780.336.666
<b>Montant de l'actif . . . . .</b>	3.729.622.662	3.879.089.538
<b>Total des recettes de l'exercice . . .</b>	616.639.419	643.858.393
<b>Total payé aux détenteurs de police.</b>	300.183.653	343.620.086
<b>Dividendes attribués à la clôture</b>		
<b>de l'exercice . . . . .</b>	79.627.631	91.250.731
<b>Nombre de polices en vigueur . . . .</b>	1.051.980	1.001.655

### OPERATIONS EN TURQUIE :

<b>Assurances en vigueur: 7671 polices montant à.</b>	<b>Fr. 52.896.145</b>
}	<b>Pour polices échues par suite</b>
	<b>de décès . . . . .</b> » 559.591
	<b>Pour assurances mixtes arri-</b>
<b>vées à terme . . . . .</b> » 402.965	

Dividendes de 1910 à 1914 sur polices à participation annuelle émises en Turquie en 1908 ; âge de l'assuré, 30 ans.	1910	1911	1912	1913	1914
	Participation en pourcentage de la prime annuelle.				
Vie entière, prime viagère.	16,57%	17,10%	17,72%	28,33%(1)	19,03%
Vie entière, vingt primes .	15,07%	15,79%	16,69%	27,58%(1)	18,47%
Mixte de vingt ans . . .	12,57%	13,40%	14,53%	25,61%(1)	16,72%

(1) y compris un dividende supplémentaire de 10 o/o provenant des économies réalisées sur les frais d'acquisition de nouvelles affaires.

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

some circularizers knew the utter unfitness of some markets for the circular waste that is fired into it, some firm's postage and printing bills might decrease considerably.

Now a manufacturer may not know the Levant thoroughly, but why not first consult your Chamber of Commerce in order to learn first whether his goods are suitable for the market, and second how they should be marketed in the Levant. I am in general a little sceptical about the work of Chambers of Commerce abroad. I must compliment your Chamber sincerely. Your people are full of enthusiasm, and they are ready to give disinterested and valuable advice on local and general market matters.

Indiscriminate delivery of handbills to passers-by may do for some dentists, but not in reaching the foreign trade. How much money, time and dissatisfaction you could save if you would consult before the circulars are sent out.

I have found that every body in the Levant simply worships America. Our name has a good sound here. Let us live up to it. The Levantines would buy more of our goods if they had the money. They are also learning the lesson that the lowest priced is not necessarily the cheapest in the end.

One of our handicaps is that we are too far off. Months pass in negotiations, more months in shipping. We need more direct steamers. I don't care whose flag they bear, but transshipments cost money and cause delay.

Something American I have seen in almost every village, but we are far from having our proper share of the trade, and I had no trouble in hunting up an American flag for the 4th of July dinner.

I have found our consular officers alert and hard at work in many places under trying circumstances. They are doing on the whole a very excellent work under a rather faulty system, and seem anxious to promote the sale of American products. It is a mistake, however, to use consulates as circular addressing bureaus. In the matter of credit caution is advised. There are plenty of good firms here which have no trouble in paying cash for their requirements, but again a weak customer is likely to go to the wall. The one needs no credit while the other is too weak for it.

In conclusion I may say that I believe in a brilliant future for the Levant, and when the system of the Ottoman railways including the Bagdad railway shall have been completed, vast tracts of land will be opened up, and American manufacturers should not be caught napping.

**IN THIRTY-SEVEN YEARS**

I have mastered

**EIGHTY-FOUR LANGUAGES**

and am booking orders

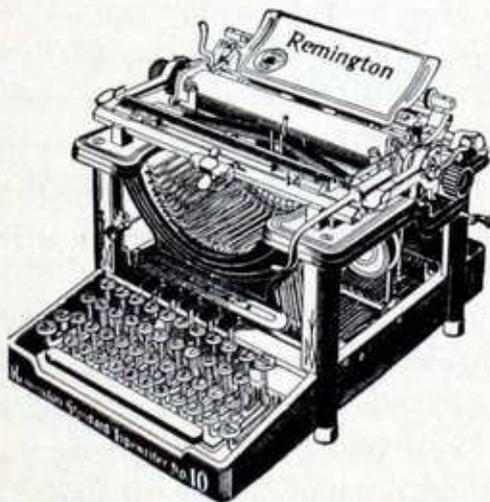
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**A MACHINE**

**A MINUTE**

# Remington Typewriter

**VISIBLE  
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General Agent for Turkey

**Sidney Nowill & C<sup>o</sup>**

GALATA, CONSTANTINOPLE

## America Looking Abroad

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In previous issues of LEVANT TRADE REVIEW, attention has been called to the changed economic conditions in America which have manifested themselves in the exportation of manufactured products instead of raw materials, and which have rendered the question of foreign markets one of vital importance to the American people.

More recently a new tariff law has been enacted with a view to reducing the cost of living and counteracting the evil effects of monopolistic tendencies, encouraging competition and enlarging the sphere of individual opportunity. The door has been opened wider for the products of foreign factories. Consequently, the American manufacturer is confronted with a situation impelling him more zealously than ever before to seek foreign outlets for his goods.

Of late years a conviction has grown up in American business circles that the acquisition of foreign markets is essential from another point of view, namely, as a stabilizing factor in times of depression at home. When the American markets are dull, being glutted with overproduction, the result will inevitably be an economic crisis, failures and idleness, unless there be foreign markets ready to absorb the surplus of manufactures and thus keep the mills running.

Under these circumstances, it is not strange that there has been in evidence lately in America a marked disposition to cultivate trade relations abroad. There has been organized the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA, and more recently still there has been held in America a NATIONAL FOREIGN TRADE CONVENTION which will be repeated once a year and keep in close touch with all American agencies designed to foster foreign trade. We do not recollect having ever heard before of a national convention in the United States solely concerned with foreign commerce except perhaps the one which was held in Washington in 1906 as a result of the efforts of Hon. O. S. Straus, Secretary of Commerce and Labor in Roosevelt's cabinet.

To us abroad, it is most gratifying to watch these departures from the former attitude of American exclusiveness and self-sufficiency. Indifference on the part of American manufacturers has been the chief obstacle in the past to American trade expansion in foreign markets. This indifference is now fast disappearing and giving place to that buoyant spirit of enterprise and conquest which has been so characteristic and so eminently successful in American domestic affairs.

President Wilson is reported as saying that he soon hoped to com-

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

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LEATHER, SHOES, ETC.

**Exporters of:—**

DRIED FRUITS, TOBACCO, HIDES & SKINS, CIGARETTE PAPER, ETC.

**REFERENCES:—**

Wiener Bank Verein, Constantinople.

Banque de Salonique, Constantinople.

plete his political program (tariff, currency, trusts) and then to devote his time and efforts to a non-partisan, national campaign for the furtherance of American trade interests abroad. One of the first questions he would take up in such a campaign would be the restoration of the American over-sea merchant marine. Already, President Wilson has rendered it possible for American national banks to reach out into foreign fields by establishing branches abroad. He is strengthening the foreign service, especially the consular service, and on the recommendation of Mr. Redfield, Secretary of Commerce, commercial attachés are to be appointed in foreign Capitals.

Attention is being paid in America far more eagerly than ever before to commercial education. Chambers of Commerce are seriously occupying themselves with this fundamental feature of the campaign. We must have Americans who can intelligently manage their foreign trade in their offices at home, and we must also have Americans who can intelligently serve American foreign trade interests, whether as commercial travellers or as resident representatives abroad of American commercial or banking houses. Why should we not have commercial schools supported by the national government just as we now have agricultural colleges supported by the national government?

In this movement in America, so promising from both economic and cultural points of view, the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT is glad to lend its most hearty co-operation.

In special reference to the NATIONAL FOREIGN TRADE CONVENTION which was held in Washington May 27-28, it may be of interest to observe that while our Chamber did not send any delegates to it, it cabled to it extending warm felicitations and best wishes for success.

Many important speeches were made, and it was clearly seen that the delegates had advanced considerably beyond the stage of glittering generalities, so disappointing in the past. They evidently wanted to "get down to business" and felt vastly more certain than ever before just how to do it.

As usual on such occasions, James A. Farrell, President of the United States Steel Corporation, played a leading part. There is no one in America more conversant with the foreign trade situation than he. His advice is always excellent and is cheerfully given, free of charge. He spoke of foreign trade organizations as they exist in Germany. Mr. Farrell heartily approves of American chambers of commerce abroad, such as the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

Mr. Redfield, Secretary of Commerce, who naturally led the convention, said among other things.

"More than one English and German manufacturer has said to me

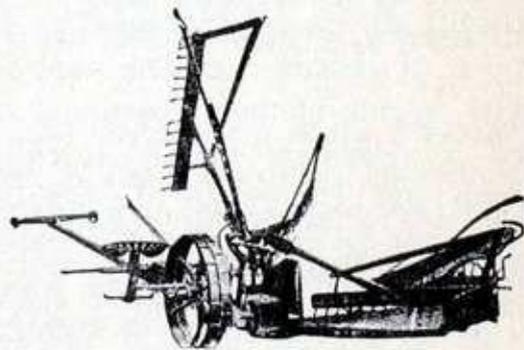
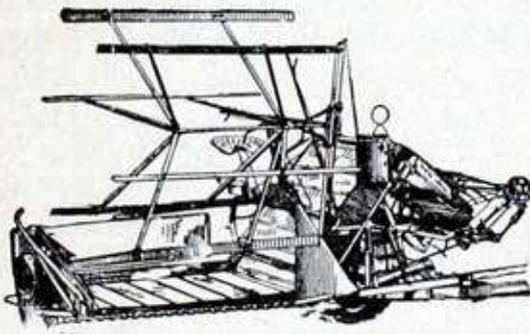
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Deering  
Mc Cormick

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General European Officer:

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that the thing he feared most was the awakened mind and the awakened sense of power in American industry."

Willard Straight spoke most impressively on "foreign trade and foreign loans". He made the point, so obviously true to Americans residing abroad, especially in new countries, that trade follows investments. "If we expect," said Mr. Straight, "to realize the full possibilities of our export trade, we must by our readiness to purchase foreign bond issues, be able to extend to foreign purchasers the accommodation which they now obtain in the markets of our competitors. This roughly is the problem of the foreign loan and foreign trade. Its satisfactory solution, which is of vital interest to our merchants and manufacturers, depends primarily upon the attitude of the American investors, who, while they may not directly benefit by the increased sales of particular American commodities, will, in addition to the return on their investments, share in the ensuing general prosperity."

Wilbur J. Carr, Director of the Consular Service, spoke on the share taken by the diplomatic and consular services in promoting export trade, and A. H. Baldwin, Chief of the Bureau of Foreign and Domestic Commerce, explained the activities of the Department of Commerce in up-building foreign trade. No one man has done so much as Mr. Carr to develop our consular service. Its present position of efficiency and permanency is due to Mr. Carr more than to any single man. Presidents Cleveland and Roosevelt gave the *mot d'ordre*, and Mr. Carr did the rest. As Chief of the Bureau of Foreign and Domestic Commerce, formerly the Bureau of Manufactures, of the Department of Commerce, Mr. Baldwin practically directs all the agencies employed by the Government for the purpose of assisting citizens interested in foreign trade, including the Special Agents of the Department of Commerce, such as Mr. Odell, referred to elsewhere in the present issue of LEVANT TRADE REVIEW. Mr. Baldwin has charge of the publication of DAILY CONSULAR AND TRADE REPORTS and of the confidential bulletins and circulars which have accomplished so much in promoting American trade in foreign fields.

There were speeches in abundance — and good ones — both in the convention and at the banquet table. Secretary of State Bryan whose photograph is found on page 21 of the present issue of LEVANT TRADE REVIEW, declared that "the State Department, every agency of it, will be back of every honest business man in pushing legitimate enterprise in all parts of the world."

For the purpose of co-ordinating the foreign trade activities of the nation in an aggressive and systematic extension of American oversea commerce, Alba B. Johnson of Philadelphia, president of the National Foreign Trade Convention, held at Washington May 27 and 28, subsequently announced the personnel of the Foreign Trade Council, created by resolu-

tion of the several hundred delegates from all parts of the United States who attended that conference. James A. Farrell, president of the United States Steel Corporation, is named as the chairman, and all sections of the country and practically all branches of industry, commerce, transportation and finance are represented among the members.

Outlining the purpose of the council Mr. Farrell said:

"The next great era in the economic development of the United States will be the extension of our foreign trade and the formation of the Foreign Trade Council as a necessary preparation for this evolution in our business life. By gathering active and representative business men into such a body and co-operating with all elements in our oversea commerce, it is hoped to encourage every practical and sound policy designed to secure for us our share of the trade of the world's markets."

The National Foreign Trade Convention at Washington, which was attended by 341 delegates, representing 72 manufacturers' associations, chambers of commerce and other commercial and industrial organizations, showed that American manufacturers, merchants, railroad and shipping interests earnestly desire a more systematic development of the foreign trade, through creation of a merchant marine, establishment of American banks abroad and governmental co-operation in foreign trade. The convention unanimously adopted a resolution declaring that "the development of the United States makes it essential to the best interests of the nation that the Government and the industrial, commercial, transportation and financial interests should co-operate in an endeavor to extend our foreign trade." This will be the purpose of the National Foreign Trade Council. Greater prosperity through greater foreign trade is the basic principle of the movement.

The first meeting will be held in New York in the early fall and one of the first official actions will be the appointment of a committee to co-operate with a committee of the *Chamber of Commerce of the United States of America*. The council will seek information and advice from manufacturers' associations and commercial organizations throughout the country. One of its most important duties will be the calling of and preparation for another national foreign trade convention in Washington during the early part of 1915, in which the systematic and practical discussion of foreign trade problems will be continued.



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*Exports & Imports Representatives.*

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etc., etc.*

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marécageux  
en Chine par les Américains.**

LE dessèchement de la région qui fut auparavant la terre la plus fertile en Chine et maintenant se trouve être le centre du district où meurent annuellement de famine, des milliers de personnes, sera prochainement projeté par une commission de 3 experts Américains qui viennent de se rendre en Chine. Cette terre connue comme terre de famine est effectivement susceptible de produire 2 récoltes en une année selon M. D. W. Mead professeur de génie hydraulique à l'université de Wisconsin et membre de la Commission. "La région qui est très peu au dessus du niveau de la mer est souvent sujette à des inondations dit M. Mead, cette terre qui est très fertile pourrait rendre deux récoltes par an. Loin de là, elle ne donne en moyenne que deux en cinq ans". Les habitants sont toujours dans une situation déplorable. M. A. P. Davis, Directeur de la Section de Dessèchement au Ministère de l'Intérieur des Etats-Unis et le Colonel William L. Seibert de la Commission du Canal de Panama sont les deux autres membres de cette mission. Ils comptent séjourner quatre mois afin d'examiner le district et de préparer un rapport. La Chine a voté \$25.000.000 pour le dessèchement de ses régions marécageuses. Cette somme sera avancée par la Croix Rouge Nationale Américaine.

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## Concession pour un Arsenal Chinois.

UNE concession vient d'être donnée par le Gouvernement chinois à la Niles-Bement-Pond Company, pour la construction complète d'un arsenal d'armes à feu à Hanyang, près de Hankow, Chine. De nouveaux bâtiments seront érigés d'après les plans de la firme américaine. Les termes du contrat stipulent que le matériel complet sera livré dans quelque deux ans. Ce matériel doit comprendre tous les ustensiles et outils les plus perfectionnés. Les machines et les outils seront fabriqués dans les Pratt & Whitney Works, Hartford, Connecticut.

Le modèle du fusil adopté est le Mauser, et le matériel doit se prêter à la fabrication non seulement de

l'arme elle-même, mais encore de sa baïonnette et de son fourreau. En tout, cela suppose 105 parties pour chaque fusil et ses accessoires. La production garantie doit être de 100 armes complètes par jour, et le temps de travail, garanti également, pas plus de 23 heures par arme. Le temps de travail correspondant, dans les arsenaux chinois actuels, est de 90 heures par arme. Cette période de production si courte, ainsi que la date de la livraison furent les facteurs principaux qui assurèrent le succès à la maison américaine. Une autre clause du contrat a trait à la possibilité d'entrechanger les différentes parties des fusils. Celles-ci doivent correspondre aux parties d'une arme modèle que le gouvernement chinois va fournir.

Le prix de la concession est de quelque \$1,000,000. Le représentant personnel de la Compagnie à Pékin contribua largement au succès de ces négociations. Des ingénieurs et des armuriers appartenant aux Pratt et Whitney Works instruiront les ouvriers chinois après l'installation du matériel.

Cette commande énorme succède à plusieurs autres que la firme en question exécuta avec succès pour des arsenaux d'Etat en Allemagne, en Angleterre, en France, en Australie et en Belgique.

**Greek Government Buys American Petroleum.** — Consul General William H. Gale, Athens, Greece, states that the Greek Government has just signed a contract with the Standard Oil Company of New York, for 90,000 cases of petroleum for general uses, and 3,000 cases of higher test for use in lighthouses. The above quantity represents about half a year's supply. The general expectation was that the order would be placed in Roumania.

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## Bright Prospects at Aden Arabia.

It is a source of much gratification to the Chamber to witness its sphere of usefulness expanding in the Red Sea region. Among members and friends in Aden are: Messrs. Arnold Cheney & Co., Max Klein; Paul Slip; Danshow & Co., Aden Coal Company; Luke Thomas & Co.

These firms are interested in trade relations with the United States and have expressed their determination to establish an *Aden Branch* of the *American Chamber of Commerce for the Levant*.

We are particularly grateful to the honorable A. L. M. Gottschalk, American Consul General at Large for the Middle East and Africa District and also to Consuls Schulz and Willoughby Smith and Vice Consul Paul Nalin for the excellent missionary work performed in Arabian and Abyssinian regions in the interest of American trade. Undoubtedly the new Consul of the United States of America at Aden, Mr. William J. Grace, will actively and successfully continue the campaign.

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**Progress In Jerusalem.** — "After the serious period of blight," says COMMENTATOR in *The Near East*, "occasioned by the long wars in which the Porte has been engaged, wars which drained the provinces of money and labor as well, there are abundant signs that commerce is about to emerge from her hibernation in Ottoman Asia. In Jerusalem, for example, considerable building works are being put in hand. The French are to erect a new Consulate General, the Greeks to build schools and renovate convents, the Italians to construct a church and hospital and the Roumanians, a cathedral. More than that, the railway which is to connect Jerusalem with Afuleh Junction on the Damascus-Haifa line by way of Nablus, is due to arrive at the City of David in a few months. If the French build their railway from Rayak to Lydda on the Jaffa-Jerusalem line, there may be some opportunities for the merchant to benefit from a possible competition between these two rival trade routes."

**Capital Is Needed in Greece.**—Greeks in America continue their close relationship with the home country, and no less than \$12,000,000 was sent in 1913 from the United States to Greek towns and villages. With the territorial expansion of the little mother country there is expected a decline in the rate of emigration, but capital is needed for the exploitation of Greece's natural resources. Agriculture has less chance in Greece than in Servia or Bulgaria, where immense plains invite husbandry. The area of Greece is broken up between mountain and sea, so that there is not more than 60 per cent of the whole available for cultivation. Tobacco, olives and vines flourish better than grain or ordinary fruit, for the dry soil is favorable to long root plants.

**American exports to Egypt.** — According to Consul Garrels at Alexandria, American Exports to Egypt increased from \$1,994,638 in 1912 to \$2,620,549 in 1913. The chief items of increase were coal, flour (wheat and corn), lumber, starch and shoes. Fuller details will be furnished in the next issue of LEVANT TRADE REVIEW.

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HOCHSTRASSER & Co., SAMSOUN.	CONS. SP. MACRY, GALATZ.	

## Trade Notes.

**American Money in Anatolia.** — There are many natives of the Sivas Vilayet in the United States, and the money which they send to their families and friends plays an important part in the economy of the population. About Ltq. 12,000 (\$52,800) in American checks passes through the Imperial Ottoman Bank at Sivas each year, while the postoffice, private banks, merchants, etc., handle a sum to make up an average of from fifteen to twenty thousand Turkish pounds per annum. These remittances from America, together with similar income from Russia, Roumania, etc., are the means which save many regions from financial bankruptcy.

**Samsoun-Sivas Railway.** — Until the early part of June no French engineers for the construction of this line had as yet arrived at Samsoun, although their coming was eagerly awaited, for there seems to be a full realization of the importance which Samsoun will acquire as a port when it shall possess improved connections with the interior.

**Mining prospects in Turkey.** — A syndicate of Austrian firms has sent a representative to look into the several mining prospects along the Turkish coast of the Black Sea.

**Nuts on the Black Sea Coast.** — On June 1st the prospects for

a large crop of hazel nuts in the Kerassund district were excellent. The area devoted to nut orchards is steadily increasing, as new fields are added to them they are extended farther in from the coast.

**Coal for Egypt.** — The Total imports of coal into Egypt in 1913 were 1,638,415 tons, valued at approximately \$10,500,000, as against 1,638,414 tons, valued at about \$7,875,000 in the previous year. The increase in value was chiefly due to higher prices. The United Kingdom leads the way with \$8,950,000, the United States and Germany supplying coal to the value of about \$800,000 and \$280,000 respectively.

**Direct Steamship Connections between America and Egypt.** — A Boston newspaper (according to the *DEUTSCHE LEVANTE ZEITUNG*), states that the Fabre Line of steamers is contemplating the inauguration of a direct steamship service between Boston and Alexandria. Special attention will be given to the transportation of Egyptian cotton of which very large quantities, now carried via England, are consumed in Providence, Fall River, New Bedford and other manufacturing centres in New England.

**Telephones in Persia.** — In Ispahan the existing telephone system is to be enlarged so as to include the towns of Sehdeh and Najafalead at a distance of 15 and 20 miles respectively.

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## The American College for Girls in Constantinople.

THE first four of the group of new buildings of the American College for Girls at Constantinople are now in a state of completion. They comprise an Administration building, Dining Hall, Science building and a Dormitory. In addition to the four buildings mentioned there is a fully equipped power house.

The greater part of the buildings were occupied during the last term of the college year just completed, and at that time the teachers and students had their first opportunity of testing some of the modern equipment and of enjoying conveniences hitherto unseen in this part of the world. In September the college will start in full swing with these buildings and their equipments entirely completed.

The buildings thus far built furnish an excellent example of a well studied design by the architects (Messrs. Shepley, Ruten and Coolidge of Boston), both in the general plan and arrangement of the group and in the individual treatment of the different buildings. Three more buildings remain to be built to complete the main group of seven buildings. These the Trustees hope to commence building at an early date and in addition a smaller set of buildings for the Preparatory Department of the college.

The American College for Girls is located in Arnaoutkeuy, one of the many villages lining the shores of the Bosphorus. The site of the buildings is admirably chosen, being some three hundred feet above the water

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and distant from it about one eighth of a mile. From the buildings an outlook is obtained rivaling almost any of the splendid views of this historic and beautiful stretch of water.

American manufacturers may take an especial interest in these buildings because of the fact that not only have American methods and machinery been employed throughout in the erection of the buildings; but also because the entire equipment of the buildings, which is as complete in detail as in any similar institution at home, is the product of American factories.

This equipment comprises the latest developments in heating and ventilating apparatus, plumbing and drainage systems, hot and cold water supplies, cooking apparatus, electric lighting, electric program bells and fire alarm systems, self-regulating clocks and house telephone systems. It can be stated, without fear of contradiction, that nowhere in Turkey are there to be found buildings approaching these in which domestic engineering has been carried to such a full extent. Expense has not been saved by the Trustees of this institution in the matter of the quality of the material put into the work, and they have furthermore insured the proper working of all these installations by sending competent workmen and superintendents from the United States to erect them. All material is of heavy weight and of kinds best suited to withstand the wear to which it will be exposed.

In Turkey and especially in Constantinople, where the writer has had some opportunity to observe other building operations during the past four years, the question of the quality of materials as well as good quality in all sorts of machinery and manufactured articles is one of importance both to buyers in this part of the country and to Americans wishing to find a market here for their manufactures, for it is on quality that the latter must hope to compete and not on price. At the present time good quality is not as fully appreciated in this country as it ought to be. As a rule the price has been the first consideration and an inferior material or article is generally purchased with the result that these soon wear out and the lesson of experience bought at a high cost has not been very well learned.

But happily there are signs that these conditions are improving, although the movement is a gradual one. During the past three or four years a number of concerns in Constantinople and elsewhere have interested themselves in the importation of American material and manufactures such as concrete buildings and their equipment and have succeeded in getting them used. These instances together with the excellent example set by the group of buildings of the American College for Girls have formed stepping stones of no little importance in helping to introduce American building material and manufactures into this part of Turkey. During

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the progress of building at the College there have been many visitors, Turkish and other foreigners, who have wished to make a careful inspection of the buildings and equipment.

Of secondary importance to good quality, but a fact which should be of interest both to buyer and seller is the superiority which much of the American manufactured material and machinery for building purposes possesses in the nature of labor and time saving over similar articles bought in the European market. Builders here have yet to be shown their advantages in cost saving.

The construction plant of the College includes air drills and air compressors for quarrying stone, rock crushing machinery and apparatus for mixing and handling concrete, hoisting engines and derricks for handling all heavy building material, a wood-working shop, compressed air riveters, pipe cutters and threaders.

Methods in vogue to-day amongst Constantinople builders for preparing material and handling it in building construction are in most cases no more advanced than those employed by their ancestors. Hand power alone is used and with antiquated methods.

Prompt execution of orders and prompt shipments from America should be another important factor in getting certain material into construction work, since delays in deliveries, especially detrimental to progress and profit in building operations, are quite frequently experienced here in Constantinople. Some of the structural steel in the Continental market for the College buildings was a full year behind the time of delivery promised. American steel was delivered at the buildings in five months time from the date of order and this time included all shop work on the material.

All heating, ventilating, plumbing and drainage, water supply, gas supply and cooking apparatus for the College buildings was contracted for by Messrs Buerkel & Co of Boston. All electric apparatus was furnished and installed by Edwin C. Lewis, Inc. of Boston. The general construction work upon the buildings has been in charge of R. R. Kendall as superintendent of construction. Mr. J. C. Curtin has been in charge for Buerkel & Co. and Mr. Sumner Parker for the electrical contractor.

Some of the American concerns supplying apparatus for the American College for Girls are as follows: electric elevator by the Otis Elevator Co. of New York; electric generators by the Allis Chalmers Co. of Milwaukee; electric program and fire alarm bells by the Holtzer Cabot Co. of Boston; electric clocks by the Howard Electric Clock Co. of Boston; house telephones and switchboard by the Western Electric Co.; plumbing goods by Wm. Bunting Jr. of Boston; valves by the Walworth Mfg. Co. of Boston and by the Jenkins Bros. Valve Co.; piping by American Tube Works and by the Crane Co. and the Thompson-Durkee Co. of Boston; radiators by the American Radiator Co. and by the National Radiator Co.; cooking apparatus by Mirandy & Proctor Co. of Boston; steam boilers by the Hodge Boiler Works of Boston; Ventilating fans and blowers by the B. F. Sturtevant Co. of Boston; water filters by Loomis Manning Co. of Phila.; mechanical draft for boilers by the Burke Engineering Co. of Providence; water meters by National Meter Co.;

engines by the American Ball Engine Co. of Bound Brook; pumps by the Warren Co.; pumpgovernor valves by Mason Regulator Co. of Boston; steam traps by Tillotson Humidifier Co. of Providence and by Easterbrook & Sons of Boston; pipe covering by the Johns Manville Co.

R. R. KENDALL, *Supt. of Construction.*

ONE of the finest undying monuments of American philanthropy in the Near East is the American College for Girls in Constantinople. No reader of these pages can fail to realize the tremendous importance to the nascent, potential countries of the Eastern Mediterranean, the Black Sea and the Adriatic of an educated, refined, aspiring womanhood. A nation's civilization is measured not by its armies nor by its output of grain, but by the higher or lower standard of its women and its laboring men.

Not long ago the American College for Girls, which is the best equipped and most advanced institution of learning for women in all the countries of the Near East, was transferred from Scutari in Asia (opposite Constantinople) to the European side of the Bosphorus. The event was celebrated by literary, musical, gymnastic and other events and by a pageant which contributed essentially to rendering the Dedication Exercises, June 1914, memorable in the annals of the College. Our illustrations show some of the students: Bulgarian, Turkish, Armenian, Greek (who with Albanians, Servians, Roumanians form the bulk of the student body) dressed up in their national costumes for the pageant.

Mary Mills Patrick, Ph. D., the eminently able and universally beloved President of the College, on the same occasion was honored with an LL. D. from Smith College, a leading college for girls in America, and also with a decoration from His Imperial Majesty the Sultan.

The American College for Girls in Constantinople has some beautiful buildings (there are no buildings in Turkey supplied with so many modern conveniences), situated in a most enchanting landscape. It is now entering upon an era of enhancing usefulness to the countries of the Near East, and we earnestly invite the attention of business men in the Levant and the Balkan States to this fact. Nobody is or should be more interested in this college than the merchants and bankers and shipping men out here, as the expansion and uplift of business depend upon the education and integrity of the young men, and morally the latter are best reached through their mothers, sisters and sweethearts.

One of the plans for the future development of the College to which the commercial world of the Near East will feel itself most kindly drawn, contemplates the establishment in connection with the American College for Girls in Constantinople of a training school for nurses and a medical school for women.



Students at the American College for Girls  
1 Bulgarian. 2 Turkish.



in Constantinople in National Costumes.

1 Armenian. 2 Greek.

## Smyrna Fig Packing.

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Advices from Smyrna are to the effect that at the annual meeting of the Smyrna Fig Packers, Ltd., a complete change was made in the directorate, and other changes were effected. The new board consists of Herbert O. Whittall, chairman: Sidney La Fontaine, Antoine Solari, Albert Whittall, S. A. Stassinopoulo, Ernest A. Magnifico, Antoine Reggio, Frank Barry and J. C. Georgiades.

In announcing the names of the new directors, a circular issued by the Smyrna Fig Packers, Ltd., says: "No doubt the majority of these directors are known to you personally or by hearsay, and therefore their names alone should be a sufficient guarantee that your interests will not only be scrupulously attended to, but that a repetition of your two years' experience with this company, and which the present board sincerely regrets, will be carefully avoided in the future. We mean fair, equitable and uniform dealings with all our customers, and it will be our constant effort not only to dispel any ill feeling against the company of the past but to give that satisfaction in the future to our friends which will insure their good will.

"In the meantime, in the interests of all concerned, and that they may spare themselves trouble and loss, we would advise them to be very particular, especially this coming season, in the purchases of figs, and warn them against buying any bearing our brands, except from authorized agents."

John Manola, a member of the company and a well known fig factor, has left New York for Smyrna, where he is to take charge of some of the packing plants which will handle figs for the American markets. Mr. Manola is a packer of long experience as to the requirements of the American trade, and was one of the pioneers in the establishing of sanitary methods in the Smyrna packing houses. He said in an informal talk on the fig situation that the new board of directors of the Smyrna Fig Packers, Ltd., is determined to remove all causes of friction that had arisen under the old management between buyers and sellers. The new board, he said, is composed of the most prominent and reputable men in the business, and they will see to it that no further causes for dissatisfaction on the part of American buyers are allowed to exist.

Mr. Manola said further that he felt assured that under the new regime the coming season would prove to be the most satisfactory and profitable to all concerned in the handling of Smyrna figs. The chief aim of the company, he said, will be to improve the quality of goods as much as possible over the standards of previous seasons.

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property lodged on behalf of customers or bearers of Letters of Credit.*

Following close upon the announcement of the reorganization of the directorate of the Smyrna Fig Packers, Ltd., which has a practical monopoly in the fig business in Turkey, come reports that the new organization is not altogether acceptable to the growers and that the friction that was caused by the old directorate has been by no means removed. Two leading papers of Smyrna, one printed in the vernacular and the other in French, both take an antagonistic position toward the new company. "La Reforme" quoting from the "Keuyly," credited with being an official organ of the Turkish Government, endorses the views of that journal when it says that Governor General Rahmy Bey has "in such a praiseworthy manner taken matters in hand, using his efficacious efforts to put an end to the slavish methods imposed by the fig syndicate upon the growers, that he has finally succeeded in this difficult task."

Inveighing against the alleged intention of the syndicate to limit the production of figs to 80,000 hundredweights or less than 1/4 of a normal output, the "Keuyly" asserts that "some of the most important fig packers, including A. Hamparzun and D. Elmassian, able to handle jointly at least half of the crop, are in negotiations to associate themselves with the Government's Agricultural Bank, and this union will lead to the complete tying of the Smyrna Fig Packers' (Ltd.) hands."

From the American point of view, it is less essential that the fig production in the Smyrna region be 100,000 camel loads in a year instead of 25,000 than that the figs exported should be packed and shipped under sanitary guarantees. As to this, the vigilance of the American Consulate General may be fully trusted.

## L'immigration aux Etats-Unis.

Le nombre d'immigrants arrivés aux ports américains a atteint la moyenne de plus de 2.900 individus par semaine durant les dix premiers mois de l'année financière 1914 et les prévisions font entrevoir que vers la fin de la même année le plus grand nombre d'immigrants qui ait jamais été admis aura élu séjour en Amérique. La statistique du Bureau d'Immigration pour les dix mois se terminant avec Avril démontre que pendant ce dernier mois 119,885 émigrants furent admis et durant la période susmentionnée 1,036,956 personnes. A supposer que les mois de Mai et de Juin égalent en nombre les mois correspondants des années précédentes le total pour 1914 atteindra approximativement 1,351,000. Le plus grand chiffre qui ait été atteint précédemment est celui de 1907 qui était de 1,285,349 immigrants. Les Italiens du Sud sont arrivés au nombre de 120,123 pendant ces dix premiers mois, tandis que ceux de l'Italie du Nord étaient au nombre de 38,397. Les Juifs qui ont immigré tiennent la seconde place, 119,634 ayant été admis. Les Polonais viennent ensuite avec un chiffre de 105,574. Les autres races se chiffrent comme suit: Allemands, 66,073; Anglais 42,705; Russes 40,083; Croates et Slovènes 33,396; Ruthènes 32,076; Scandinaves 29,546; Grecs 28,407;

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Otto Thorsen's Line . . . . .	CHRISTIANIA.
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CONTRACTORS TO U. S. NAVY.

Roumains 15,710; Japonais 7,432; Syriens 7,344; Monténégrins, Serbes et Bulgares 7,334; Arméniens 7,141; Turcs 2,435; Chinois, 2,012.

Pendant ces dix mois 26,291 étrangers ont été refusés pour diverses raisons.

## Commercial Organizations Interested in Export Trade.

National Association of Manufacturers, 30 Church Street, New York.

American Manufacturers' Export Association, 66 Broadway, New York.

American Importers and Exporters Association, 17 Battery Place,  
New York, N. Y.

Commercial Museum, 34th and Spruce Streets, Philadelphia, Pa.

Chamber of Commerce, Boston, Massachusetts.

Chamber of Commerce, Worcester, Massachusetts.

Chamber of Commerce, Rochester, New York.

Chamber of Commerce, Cincinnati, Ohio.

Board of Commerce, Detroit, Michigan.

Chicago Association of Commerce, 10 South La Salle Street, Chicago.

Business Men's League, Foreign Trade Bureau, St. Louis, Missouri.

New Orleans Association of Commerce, Merchants and Manufacturers'  
Bureau, New Orleans, Louisiana.

Pittsburgh Industrial Commission, Pittsburgh, Pennsylvania.

Chamber of Commerce, San Francisco, California.

## PERSONALIA.

Hallett Johnson of New York has been appointed Third Secretary of the American Embassy at Constantinople. Mr. Johnson has previously served at the Embassy in London.

\*\*\*

Chas. E. Allen of Kentucky and E. F. Lange of New York have been appointed Student Interpreters in Turkey.

\*\*\*

William R. Langdon, formerly clerk in the consulates-general in Constantinople and Athens, has been appointed Student Interpreter in Japan. His parents are well known residents of Smyrna.

\*\*\*

Frederick Ogden de Billier of Washington, D. C. has been appointed Secretary of the Legation in Athens. Owing to the resignation of his excellency the Minister, George Fred Williams, de Billier is now in charge of affairs

\*\*\*

John Arthur Ray of Texas, formerly Consul in Maskat, from which place he was appointed to Maracaiho, has been appointed Consul in Odessa. His latest post was Sheffield. Mr. Grout, the present incumbent at Odessa, who is well known to members of our Chamber, has been promoted to Milan.

\*\*\*

Geo. W. Young, Deputy Consul General and Interpreter at Constantinople has been appointed Vice Consul at Harput, and will be in

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Branches:— STAMBOUL, Rue Kutub Hané.

» PÉRA, Immeuble St. Antoine.

The Constantinople Agency charges itself  
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**SAVINGS BANK. — SAFES TO BE LET.**

charge of the Consulate during the absence in America of Consul Leslie A. Davis. The latter was recently promoted from Batum and Harput and will be succeeded in Batum by Mr. F. Willoughby Smith promoted from Aden.

\*\*\*

Adolph Van Hemert Engert, Student Interpreter, has been appointed deputy Consul General and Interpreter in Constantinople.

\*\*\*

A. E. C. Bird of the McAndrews and Forbes Co., has returned to Smyrna from his leave of absence in England.

\*\*\*

Frederick Peabody Crane has entered upon his duties as manager of the affairs of The Standard Oil

Company of New York in the Turkish Black Sea coast. His headquarters will be Samsoun.

\*\*\*

Arthur Schmidt, Manager in Constantinople of the affairs of the Hamburg-American Line, has gone to New York for a business visit

\*\*\*

Arthur Sulzberger, of Sulzberger & Sons Co., New York and Chicago, has paid a visit to Constantinople. He established connections which are more than likely to lead to important trade results.

\*\*\*

E. H. Mill, General Agent in the Near East for the Consolidation Coal Company of New York, is visiting the Balkan States.

\*\*\*



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## L'élevage Avantageux des Chèvres d'Angora.

L'ÉLEVAGE des chèvres d'Angora aux Etats-Unis est actuellement un fait accompli. Selon un rapport émanant du Ministère de l'Agriculture des Etats-Unis il est dit que: "cette industrie a été si heureusement établie que des éleveurs n'ont pas à se tracasser des mesures d'exportations prohibitives qu'a adoptées l'Afrique du Sud, car le nombre des bêtes de race est déjà assez suffisant pour répondre aux besoins. D'après l'opinion des experts la meilleure toison américaine équivaut à n'importe quelle toison Africaine ou de l'Asie Mineure, pays d'origine de la chèvre d'Angora.

Quoique presque chaque Etat possède ses troupeaux, le Sud Ouest et le Nord Ouest sont spécialement favorables à cet élevage, et en particulier de grandes étendues récemment défrichées dans le Nord Ouest. Là, la chèvre d'Angora non seulement prospère, mais aide à nettoyer le taillis, qui pourrait facilement devenir un foyer d'incendie.

C'est une industrie qui augmente tous les jours, car la valeur de la toison ou "mohair" s'accroît régulièrement. Le prix du mohair variait et fluctuait annuellement selon les nécessités, adaptations exigées par la mode du jour. Cet état de choses se transforme rapidement attendu que de nouvelles manufactures sont continuellement innovées, depuis les capotes d'automobiles et couvertures de table jusqu'aux articles de fantaisie et aux cheveux postiches; aujourd'hui donc l'industriel est assuré d'un marché ferme. Le prix varie selon la qualité, les meilleures toisons rapportant en moyenne de 42 à 50 cents par livre. Le poids des toisons est très variable, mais en 1909 la moyenne pour l'Orégon était de 3.7 livres. Considérant la chaleur plus intense, et les déchets résultant du tondage, les Angoras au Sud Ouest sont fréquemment tondus deux fois par an — fait qui doit être pris en considération dans tous calculs.

Cette manière de tondre deux fois par an est en plusieurs façons un détriment à l'industrie, attendu qu'elle tend à abaisser la qualité moyenne du mohair d'Amérique. Il est importé annuellement environs 2,000,000 de livres. Généralement, le mohair est mélangé et filé avec les produits indigènes. La plus courte longueur de la laine, en demande, est de 6 pouces, et à cause du tondage bi-annuel au Texas et au Nouveau Mexique le mohair est au dessous de cette moyenne. Là où la toison peut croître pendant douze mois la longueur moyenne est de 10 pouces et il n'est pas rare d'obtenir de 15 à 20 pouces dans les meilleurs troupeaux.

Roméo, le bouc lauréat qui a gagné le prix à l'Exposition d'El Paso en 1910 est un exemple des probabilités.

Sa toison pesait 18 livres, mesurant 20 3/4 pouces de longueur et fût vendue pour \$ 115.

La naissance est approximativement de 65%, mais avec les troupeaux bien soignés la moyenne est arrivée aussi haut que 100 pour cent. En 1913, on a évalué à 5,000,000 de livres de mohair le montant total produit aux Etats-Unis.

Archibald J. Wolfe, representing the United States Steel Products Company, has been looking into conditions in Turkey. He expects to return here in the autumn after a hurried trip to America. Members of the Chamber will read with interest his article elsewhere in the present issue of *Levant Trade Review*. Mr. Wolfe has been closely connected with the National Association of Manufacturers of the United States of America (New York), and with the Department of Commerce (Washington). He is an authority on American foreign trade.

\*\*\*

Rufus Lane, President of the Archipelago American S. S. Co., was a caller at headquarters.

\*\*\*

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Carpets and Rugs, Wool,  
Mohair, Furs, Skins.**

Theo. F. Ismert, General Manager of the Ismert Hincke Milling Company, Kansas City, passed through on his way home from the lower country. While there he sold to a firm in Alexandria 30,000 sacks of flour for delivery between May and October, 1914.

\*\*\*

J. E. Knecht, General European Representative of Deere and Co., Moline, Illinois, manufacturers of agricultural implements and machinery, has been travelling on inspection in the Levant. His headquarters is located in Budapest.

\*\*\*

We would heartily welcome into our brotherhood Mr. Otto Myslik, the new manager for the Near East of the Singer Mfg. Co. The latter is about to erect a 5-6 story building of its own in Constantinople.

\*\*\*

W. Rochholt, Manager of the Foreign Department of the Fairbanks Company of New York whose headquarters is in Hamburg, has been visiting Turkey and Greece where he reports a good business.

\*\*\*

Edward H. Huxley, General Manager of the Export Department of the United States Rubber Company, 1790 Broadway, New York, spent some days in Constantinople before proceeding to Roumania and Russia. We acknowledge a most agreeable call.

\*\*\*

John T. Peristiany, United States Consular Agent at Alexandretta, called at the headquarters of the Chamber.

# COMMERCIAL OTTOMAN BANK

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The COMMERCIAL OTTOMAN BANK undertakes every kind of banking transaction such as:

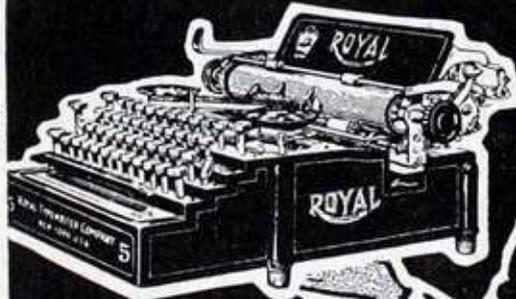
Discount and collection of bills. — Opening of current accounts. — Advances upon shares, securities, bonds and merchandise. — Deposits at sight and for fixed periods. — Purchase and sale of checks and bills payable in Turkey and in foreign countries. — Issuance of Letters of Credit and telegraphic transfers on Turkey and the principal cities of the world. — Purchase and sale of shares in the local and foreign Bourses.

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An information bureau specially fitted supplies all kinds of commercial information regarding the standing of firms, etc.

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It is with sincere and deep regret we learn that the Honorable A. L. M. Gottschalk, American Consular Inspector for the Middle East and Africa District, is leaving this field as he has been appointed Consul General at Rio Janeiro, one of the most important posts in the American Consular Service. Mr. Gottschalk has been one of the most effective champions of our Chamber from its very inception, and we owe him a big debt of gratitude for his constant and powerful support. The American Chamber of Commerce for the Levant begs to assure Mr. Gottschalk of its profound appreciation of his loyal and able co-operation and to extend to him its most cordial wishes for his continued advancement in the foreign service of the United States.



G. Campbell-Wood, European representative, and John Dale Cooper, Chief Pilot, of the Curtiss Aeroplane Company of New York, have been in Constantinople carrying out in the presence of thousands of spectators, most successful experiments with a Curtiss hydroplane. Mr. Jules Fresco, of the firm of Fils d'Aslan Fresco, was the companion of Mr. Cooper in his flight from San Stefano to Kadikeuy. His firm has been appointed agents of the Curtiss Aeroplane Co. The latter recently sold 25 hydroplanes to the Russian Government.



S. Pinkney Tuck has been appointed Vice and Deputy Consul at Alexandria.



Lewis Heck, Deputy Consul-General and Interpreter at Constantinople, was recently married in Brussels to Miss Dorothy Thayer Tompkins. We beg to extend to the esteemed bridal couple our heartiest felicitations and best wishes.



W. J. Bischoff, General Manager of Messrs. A. B. Farquhar & Co., Manufacturers and Exporters of Agricultural Implements and Machinery, has been spending some time in Bulgaria. He called at headquarters during his short visit to Constantinople.



James Manoil, General Manager of the Export Department of Slocum, Avram & Slocum, Inc., General Exporters of American Products, called at the Chamber's general office.



A. B. Farquhar, Vice President of the Chamber of Commerce of the United States of America, has been visiting the Levant. Mr. Farquhar had been looking into the municipal governments of England and continental Europe, but his interest in the Levant and our Chamber caused him to change his itinerary and come into the Near East. We were honored with his presence and had the pleasure of hearing him speak at our regular Directors' meeting Aug. 5th. Mr. Farquhar congratulated us on the good attendance during the summer heat. He also said he was very favorably impressed with our organization and that he would not forget our aims and needs when he returned to America

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and adjoining  
regions should buy their

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## AGRICULTURAL IMPLEMENTS & MACHINES

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Agencies: *West Coast of Asia Minor & Crete.*

**BANKERS IN ENGLAND**

THE COMMERCIAL BANK OF SCOTLAND LIMITED-LONDON.

## America to the Levant.

On the 27th of May, the Hamburg-America line celebrated on board the "Corcovado," lying at anchor in the harbor of Constantinople, the inauguration of the new America-Levant line. The management had invited a chosen company of guests to a splendid dinner of 120 covers. Among those invited were to be found the Turkish Ministers of Agriculture and Commerce and of Posts and Telegraphs, the American Ambassador (the German Ambassador, Baron von Wangenheim, was detained on account of illness), the Consul General of the United States, Marshal Liman von Sanders Pacha, as well as some of the members of the German Military mission with their wives, the German Consul General and the officials of the Consulate, besides the directors of the great transportation companies, the heads of the financial and business world and numerous members of the German colony and of other colonies in Constantinople. The guests were received in the beautiful drawing room of the ship in the name of the Hamburg-America line by the director Mr. Ecker and Mrs. Ecker, by captain Looft, the officers of the vessel and Mr. A. Schmidt, manager of the Constantinople office.

In the course of the brilliant dinner, the presiding director, Herr Ecker, extended in the name of the Hamburg-America line a cordial welcome to the guests and thanked them for their presence at the "small festivities" with which was opened the new line between New York and the promising Levant. The speaker was glad to lay stress on the fact that the orientation of this line towards the countries of the Levant had been everywhere received with great satisfaction but at the same time expressed the fear that the opinion in the German Fatherland would not be altogether as unanimous. "For," said the speaker, "we have also critics in Germany, severe and sharp and, I must add, in my opinion, not always just.

When a few years ago, in advance of our time, we undertook the experiment of establishing a direct line between the Levant and New York, an experiment which in view of the then prevailing economic conditions was somewhat premature and was therefore soon given up, then these critics roused themselves, girded themselves with all the pride of men who think themselves to be the only possessors of true economic knowledge and genuine patriotism and gave us a sermon concerning our duties which culminated in the questions: "Can it be the work of a German company to facilitate the importation of American products into the Levant through the establishment of direct maritime communication? Has not the Hamburg-America line enough to do furthering the German interests without making itself serviceable to foreign interests?" Ladies and gentlemen, I can here only repeat what we have always found, that in economic life one does not profit by the manifestation of a narrow-minded, selfish standpoint. Right here Goethe's words hold true:

"O man, with tightly closed pockets  
 Nobody does you anything pleasant  
 A hand is only by another hand washed  
 If you want to get, you must also learn to give."

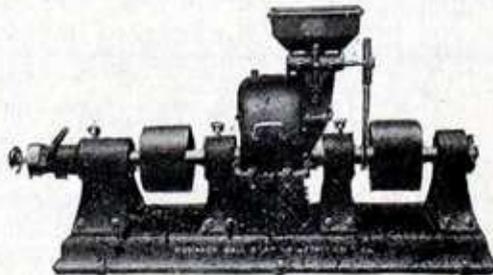
Sure enough our new line will help American importations to the Levant, but we have the conviction that the German interests will not suffer on account of it. When, to point to a glaring illustration, the introduction of agricultural machines from the United States (where, as is well known, the fabrication of such machines has reached a high degree of perfection) to the Levant increases; when the tilling of the soil which in these lands is still done by primitive methods is ameliorated and the soil is thus made more fertile, then the power of the people to buy things as well as their receptivity of those products in which German industry is supreme will increase also.

## MONARCH MILLING MACHINERY.

### HIGH GRADE—MODERN—EFFICIENT.

A Strictly up to Date Guaranteed Machine for each Operation in Flour Feed and Meal Milling or the Complete Plant Designed Built and Started, Giving the Benefit of Fifty Years of Experience in this Work.

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*Descriptive Matter and Price Furnished on Request.*

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**AGENCIES in all the principal cities of the Ottoman Empire.**

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**BANKERS:**

IMPERIAL OTTOMAN BANK

And I may add that we are very glad to be able to further the economic interests of the U. S. and that for two reasons: in the first place on account of our sincerely friendly disposition towards the land and the people of the U. S., but at the same time (and here comes our special reason) because we have a very vital commercial interest in the development and prosperity of the great North American Republic. For the personal intercourse as well as the exchange of goods between the United States and Germany, in which to be instrumental belongs to the foremost of the tasks of our company, is naturally dependent on the condition in which economic relations in general are found not only in Germany but also on the other side of the ocean. We therefore have every reason to always follow the economic evolution of the United States with our best wishes.

My most honored ladies and gentlemen, that the new line is above all things destined to be also useful to the lands and peoples of the Levant I have heretofore hinted at. Here in the Orient, especially in the wide regions of the Ottoman Empire, lie many unexplored treasures; to bring them to light will require the work of decades. I am sure you will agree with me when I give expression to the wish and hope that the new line will contribute to a decided acceleration of this evolution and will thus bring the future economic relations of the Ottoman Empire to a better and happier condition. In order to strengthen this wish I ask you to raise your cups with me and be unanimous in the cheer. For the economic future of the Ottoman Empire Hurrah!!! After this speech which was received with great applause, the Turkish Minister of Commerce, El Bostani Effendi, spoke welcoming the establishment of the new line. Mr. Archibald J. Wolfe, representative of the American Steel Corporation, spoke in the name of the American business men, the secretary of the German Embassy Count Kanitz in the name of the German Ambassador, and the American Ambassador, His Excellency Mr. Morgenthau delivered a felicitous address.

After the dinner the band of the vessel played dance melodies, and the next morning the "Corcovado" raised its anchor in order to sail for its destination with its first cargo from the Near East.

**MARCANTONAKIS & MANOUSSAKIS,**  
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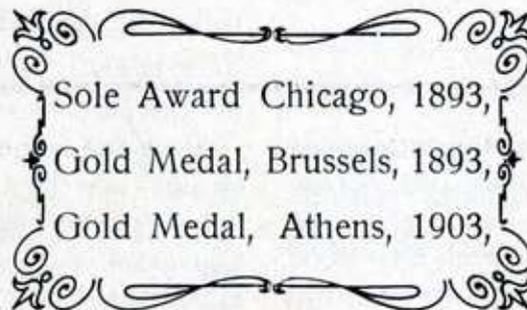
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Telegraphic Address:

**PROTOPAZZI,**  
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Telegraphic Address:

**STASSINOPULO,**  
Smyrna

**Dried Fruits & General Merchants**

Patentees of the Celebrated "Protoben" Figs

**New Members.**

Since the printing of the classified list of members in the present issue of *LEVANT TRADE REVIEW*, the following new applications for membership have been received:

Wilfred C. de Sain Bey, 45 Rue Kabristan, Constantinople — Advertising Agency. K. Prodomides, Mersina, Turkey — merchant and general commission agent. Triant N. Triantaphyllides, Trebizond, Turkey — commission agent and exporter. S. & E. & A. Metaxa, Piraeus, Greece — manufacturers of cognac. P. Pastene & Co., Inc., 148-150 Franklin Street, New York, U. S. A. — general importers and special importers of dried fruits, olives, olive oil, groceries, nuts, seeds, wines and liquors.

# THE JOHNSTON HARVESTER CO.

## BATAVIA, N. Y.

---

MAKERS OF

**Mowers,**

**Reapers,**

**Binders,**

**Rakes,**

**etc.**

GENERAL AGENT FOR TURKEY:

**PAUL J. BALLADUR,**

**SMYRNA.**

**Hamburg-America & North German Lloyd.** In the "Shipping Illustrated" of New York for June 27, 1914, it is stated that the new German steamship line between New York, Mediterranean ports and the Black Sea, will be worked jointly by the North German Lloyd and the Hamburg-America line.

**Port Lagos.** — It is hoped that in time Port Lagos, Bulgaria, may become a Mediterranean port of the first class. At the outset nearly \$ 5,000,000 is to be expended and the construction of the work is to be put up to public tender. It is said that the harbor is to lie somewhat to the southeast of the present town. As regards Dedeagatch, it is not intended to construct a harbor there, and the place will accordingly remain an open roadstead as heretofore. As freights for Dedeagatch are high, owing to its unprotected position, it seems doubtful if it will secure much of the seaborne trade now passing through Varna and Burgas. When Port Lagos however is fully developed, this harbor should prove to be the principal port for the trade of Bulgaria.

**Olive Oil Imports.** — Imports of edible olive oil into the United States during the first six months under the new tariff law aggregated three million gallons, valued at \$4,000,000, or equal to the value of any year's imports down to and including 1908. Italy was the chief exporter of olive oil coming to America, with France, Spain, Greece and other countries following.

**China and the Standard Oil Company.** — President Yuan Shih-kai has telegraphed instructions to the provincial authorities in Shensi to give every assistance possible to the Standard Oil experts who are investigating the oil fields in that province. He ordered the officials to impress upon the people the fact that the government has entered into a partnership with the Standard Oil Company for the development of the oil industry. Military escorts will protect the American oil drillers, who will start for Shensi in a few days with \$ 5,000,000 worth of machinery.

**The German Levant Line** is about to extend its operations in the Mediterranean and enter into competition with the Austrian Lloyd.

**The port of Haifa, Syria.**— It is stated in the *Bulletin Financier* at Constantinople that Ltq. 58,000 (\$ 253,200) have been set aside by the Turkish Government out of the proceeds of the recent French loan for the purpose of harbor construction at Haifa. Active operations will be started by the concessionaire (Schneider) in August.

**Mac Andrews and Forbes Report.**— The MacAndrews & Forbes Co. has issued its report for the year ended December 31, 1913. The income account compares as follows:

	1913.	1912.
Total net profits . .	\$902,544	\$989,441
Preferred dividend .	176,764	191,234
Balance . . . .	\$725,780	\$798,207
Common dividend .	300,000	300,000
Surplus . . . .	\$425,780	\$498,207
Previous surplus . .	701,096	202,889
Total surplus .	\$1,126,876	\$701,096

### **La Houille Américaine dans la Méditerranée**

Les chemins-de-fer de l'Etat italiens ont fait une commande de 100,000 tonnes de charbon provenant du Pocahontas et de la Nouvelle Rivière, et concluent actuellement des contrats qui stipulent la livraison de 300,000 tonnes de charbon américain en 1914. A des taux de frêt variant de 8 s. 6d. à 9s. 6d. de la Virginie aux ports les plus proches de la Méditerranée, et à des taux de 8s. 6d au Havre et à Bordeaux, une quantité considérable de cargaisons a été vendue, et des chargements faits pour les chiffres cités. Les chemins-de-fer de l'Etat égyptiens achètent largement la houille américaine. Des chargements de charbon, à titre d'échantillon sont déjà en route pour les principaux pays du Levant.

## **The Sechler & Co.,**

ESTABLISHED 1841.

**Cincinnati, Ohio, U. S. A.**

538-550 E. 5th St.

Manufacturers of CARRIAGES and CARTS of all Descriptions for Export.

*Our large complete catalogue will be sent on request.*

## Trebizond District.

**Exports of Skins:**— The exports of skins from the port of Trebizond during the year 1913 were as follows:

Goatskins 200,000 of which 49,000 were exported to the United States of America, and 151,000 to Marseilles, France.

Sheepskins: 110,000, of which 90,000 were exported to the United States of America, and 20,000 to Marseilles, France.

Kidskins: 20,000, all exported to Marseilles, France.

**Prices:**— Goatskins sold for \$1.32 to \$1.41 per pair. Kidskins sold for 88 to 96.8 cents per pair. Sheepskins sold at 10.7 cents per pound. All f. o. b. Trebizond.

**Leather Imports:**— Trebizond imports annually leather of all kinds to an average value of 200,000 dollars. Of the above amount part is American and European leather and the rest is from Alexandria (Egypt), Aivali (Turkey), and the islands of the Aegean Sea.

During the year 1913 the imports to Trebizond of American and European leather have been as follows: Patent leather to the value of \$5,000; Calf to the value of \$8,000; Glazed Kid to the value of \$7,000; and Sole leather to the value of \$40,000.

The sole leather is imported from France, Italy and Belgium. All the patent leather comes from Germany, but the rest of the upper leather is mostly American, with a small percentage from France and Germany. A very small amount of a special kind of leather, used for top-boots only, is imported from Russia.

American leather is considered the best. Leather tanned with chrome is preferred in this market.

**Prices:**— The following prices are paid for imported leather c. i. f. Trebizond: French sole leather, 33 to 46 cents per pound; Belgian, 26 to 39 cents per pound; and Italian, 26 to 33 cents per pound; upper calf leather, 23 to 35 cents per square foot; glazed kid, 13 to 48 cents per square foot; patent leather, \$17.60 to \$37.40 per dozen skins.

It should be noted that three quarters of

the American and European leather is imported to Trebizond from Constantinople; Leather importers of this city say that they find Constantinople prices more advantageous than those of the factories.

**Tanneries:**— Trebizond has about 20 tanneries, of the most primitive kind, where there are tanned annually 50,000 to 60,000 hides, 5,000 to 6,000 sheepskins, and about 8,000 goatskins. Most of this leather is used locally, there is only a small percentage exported to other nearby Black Sea ports.

**Shoes:**— There are no shoe factories in this district. There are only shoemaker shops with 3 to 10 individuals in each, making hand-made shoes. They are divided into three classes. The first class of shoemakers make shoes similar to hand-made shoes of any civilized country. The leather and material they use are of the best kind imported, and they charge from \$3.50 to \$5.00 per pair for regular shoes, according to their size and kind.

The second class of shoemakers are called "*chupaladjis*" they make a light kind of shoes called "*chupal*" used by the poor class of people and by villagers, and they are made with leather tanned locally and also with that imported from Alexandria and the islands. The imported leather sells from 25 to 31 cents per pound. Some highergrade leather also is used by these shoemakers.

The third class make a kind of moccasins called "*Charik*" from half tanned hides, which are imported from Madagascar via Marseilles, from Russia, and from various parts of Turkey.

**Ready made Shoes:**— The imports of ready made shoes are very small, practically all shoes for this district being made locally. Attempts are being made by local dealers to introduce American shoes; but the terms of American exporters (cash with order, prices f. o. b. New York, or orders accepted through a general agent in Europe) seem difficult in comparison with the terms granted by European houses.

Respectfully submitted,  
I. MONTESANTO.

Trebizond, Turkey, May 21, 1914.

## Figs and Sultanas.

A. Reggio, the New York importer, has received from Jacob Caraminn and Fils, Smyrna, the following statement of the annual crops of figs and sultana raisins, in tons, produced in Turkey during the last 40 years:

Figs			Sultanas <i>Rais</i>		
Year.	Tons.	Tons.	Year.	Tons.	Tons.
1874	6,000	6,915	1894	15,600	33,450
1875	10,300	9,275	1895	16,400	34,750
1876	10,500	12,855	1896	14,000	39,750
1877	8,020	10,550	1897	14,000	31,100
1878	6,600	8,945	1898	2,500	24,100
1879	9,600	11,835	1899	10,800	43,350
1880	3,900	9,195	1900	14,000	18,000
1881	11,400	14,585	1901	14,000	25,550
1882	5,300	14,775	1902	11,400	34,950
1883	10,000	19,945	1903	19,600	65,550
1884	11,500	23,550	1904	18,000	35,500
1885	8,400	21,340	1905	22,400	57,400
1886	11,200	27,100	1906	23,000	29,750
1887	9,600	22,280	1907	24,000	41,600
1888	11,400	30,550	1908	23,000	57,200
1889	12,900	20,600	1909	20,400	54,225
1890	10,000	10,200	1910	25,400	19,300
1891	10,400	23,450	1911	10,000	25,250
1892	14,600	37,500	1912	19,000	52,725
1893	13,000	33,750	1913	20,000	61,000

### Declared Exports from Roumania to the U.S.A.

Articles	1912	1913
Beans . . . . .		\$11,962.86
Cheese . . . . .	\$1,802.84	8,144.98
Crude oil . . . . .	14,595.89	384.12
Eggs . . . . .		10,508.96
Glue . . . . .	583.87	682.11
Household articles . . . . .	1,085.72	2,734.13
Old Rubber . . . . .	2,616.95	9,158.72
Sunflower seeds . . . . .	31,080.76	16,075.73
Tobacco . . . . .	914.73	1,251.31
Woodpulp (cellulge.) . . . . .	73,577.07	59,160.33

### Returned American Goods

Porcelaine teeth . . . . .		1500.00
Shoes . . . . .		260.25
	\$125,254.93	\$121,823.50

## Levant Trade Review.

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LEVANT TRADE REVIEW is considerably belated. There has been a change of printing office, as our esteemed friend the Levant Herald, for reasons of its own, decided temporarily to suspend publication. We had hardly transferred to Matteossian's before a printers' strike (now happily terminated) broke out; hence the delay. We would inform our correspondents that the September issue probably will not be out till about October 15th, and that articles intended for publication in LEVANT TRADE REVIEW, should reach us by September 20th while photographs must be submitted earlier. Special attention will be given in the September issue to the matter of agricultural implements and machinery in the Near East. Let us get as many suggestions as possible as to how American agricultural contrivances may be introduced into the countries of the Eastern Mediterranean and the Black Sea; what kind of machinery and implements are wanted; as to cost, credits, shipment, repairs, in short everything pertaining to the business, including what sort of instruments are at present in use in the various localities of the Near East. Correspondents should prepare in time for the December issue in which the special feature will concern cotton goods.

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### Financial Report.

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In consequence of the present financial crisis our members may be interested in knowing something of the financial condition of the Chamber. We therefore publish a synopsis of the report made by the Acting Treasurer at the last meeting of the Board of Director's Aug. 5, 1914.

Synopsis of financial report to the Directors for the month of July 1914.

	Piasters Gold
Total receipts for month . . . . .	14,463.17
Total expenditures " . . . . .	7,975.02
Balance to credit of Chamber for the month . . . . .	6,487.97
Amount on hand in cash and checks . . . . .	4,142.56
Amount of deposit in bank . . . . .	40,222.00
Total credit to Chamber in cash, checks and in Bank . . . . .	\$ 1952.04 = 44,364.56

**Standard Oil Company in China.**— Much interest was aroused in Wall Street by the statement of the Chinese Minister to the United States, in an address in New York, to the effect that the Chinese Government proposed to concede the development of the oil resources of China to the Standard Oil Company.

**Une Exposition Universelle à Constantinople.**— D'après quelques renseignements, de nouveau le projet déjà abandonné à cause des dernières guerres et concernant l'organisation d'une exposition universelle à Constantinople pour l'an 1917, serait à l'étude.

**HONORARY MEMBERS.**

WILLIAM C. REDFIELD, Secretary of the Department of Commerce, Washington.

SULEIMAN EFF. BUSTANI, Ottoman Minister of Commerce and Agriculture, Constantinople.

NESSIM MAZLIAH EFF., Smyrna, Deputy of the Ottoman Empire.

A. L. M. GOTTSCHALK, No 4 Trafalgar Square, London, England, American Consul General at Large, Middle East and Africa District.

JOHN F. FITZGERALD, Ex-Mayor of Boston.

CHARLES R. CRANE, Chicago, U. S. A.

DUDLEY BARTLETT, Philadelphia, Chief, Foreign Trade Bureau, Philadelphia Commercial Museum.

AUSTIN A. BURNHAM, Secretary, National Business League of America, Chicago.

W. M. BENNEY, New York, Manager, Foreign Department, National Association of Manufacturers of the United States of America.

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

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

## Correspondents of the American Chamber of Commerce for the Levant.

AINTAB, Turkey . . . . .	CHARLES OBÉGI.
ALEPPO, " . . . . .	LORENZO Y. MANACHY.
ALEXANDRIA, Egypt . . . . .	LASZLO L. FUCHS.
ANGORA, Turkey . . . . .	W. F. KAUL.
ATHENS, Greece . . . . .	J. M. SCHAPIRA.
BAGDAD, Turkey . . . . .	JAMES SCOTT LEVACK.
BELGRADE, Servia . . . . .	SAMUEL WEISS.
BRAILA, Roumania . . . . .	ANTHONY THEODORIDI.
BRUSSA, Turkey . . . . .	THEO. A. BALDWIN.
BUCHAREST, Roumania . . . . .	JEAN HAUSER.
DAMASCUS, Turkey . . . . .	FOUAD I. HALIL.
DARDANELLES, Turkey . . . . .	F. R. J. CALVERT.
HARPUT, Turkey . . . . .	GEORGE GHEVOND.
JANINA, Greece . . . . .	A. PHILIPPOU.
JERUSALEM, Turkey . . . . .	ALTER LEVIN.
KONIA, Turkey . . . . .	VAYANOS FRÈRES.
LARNACA, Cyprus . . . . .	P. J. LOUISIDES.
MERSINA, Turkey . . . . .	JOHN DEBBAS.
RETHYMNO, Crete . . . . .	E. D. CHAMARAKIS.
SAMSOUN, Turkey . . . . .	WILLIAM PETER.
TEHERAN, Persia . . . . .	AVRAAM V. PANAYOTOGLOU.
TREBIZOND, Turkey . . . . .	ISAIAH MONTESANTO.
URUMIA, Persia . . . . .	HUGO A. MÜLLER.

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# CLASSIFIED LIST OF MEMBERS

## American Chamber of Commerce for the Levant

(PLEASE REPORT ANY INACCURACIES TO THE EXECUTIVE SECRETARY)

### Agricultural Implements and Machinery.

Acme Harvesting Machine Co., Exporters. . . . .	Peoria, Ill., U. S. A.
Allen & Co., S. L., Exporters, Denckla Bldg . . . .	Philadelphia, U. S. A.
Artus, Jean, Importer . . . . .	Mersina, Turkey.
Avedissian & Kechichian, Importers . . . . .	Adana, Turkey.
Avery Co., Exporters . . . . .	Peoria, Ill., U. S. A.
Balladur, Paul J., Importer . . . . .	Smyrna, Turkey.
Blockey, Cree & Co., Importers . . . . .	Bagdad, Turkey.
Blum & Levy, Importers . . . . .	Jerusalem, Turkey.
Bozadjian, Mihran, Importer . . . . .	Adana, Turkey.
Chisnell & Sons Co., Ltd., George, Importers, Galata .	Constantinople, Turkey.
Debbas, Jean, Importer . . . . .	Tarsus, Turkey.
Dizengoff, M., Importer . . . . .	Jaffa, Turkey.
Edwards & Sons, Importers, Dilsiz Zadé Han, St. .	Constantinople, Turkey.
Farquhar & Co., A. B., Exp., Cotton Exchange Bldg., .	New York, U. S. A.
Frangakis, Ant. Ch., Importer . . . . .	Aleppo, Turkey.
Franghakis & Sinnossoglou, Importers . . . . .	Adana, Turkey.
Haim, D., Importer . . . . .	Jaffa, Turkey.
Hindié, Elias, Importer . . . . .	Aleppo, Turkey.
Holt Caterpillar Company, Exprs., 30 Church St. .	New York, U. S. A.
International Harvester Co., Exp., Ferdinandst. 5 .	Hamburg, Germany.
Kaul, Wilhelm Franz, Importer . . . . .	Angora, Turkey.
Laughton & Co., C, 42 Perchembé Bazar, Galata, . .	Constantinople, Turkey.
Louisides & Co., P. J., Importers . . . . .	Larnaca, Cyprus.
Loutfalla, Georges, Importer . . . . .	Adana, Turkey.
Lykiardopoulos Fils, A., Importers . . . . .	Mersina, Turkey.
Montgomery Ward & Co., Exporters . . . . .	Chicago, U. S. A.
Nergararian, H. G. Importer . . . . .	Varna, Bulgaria.
Nergararian, Harutune, Imp., Khorassandji Han, St.	Constantinople, Turkey.
Nowill & Co., Sidney, Imp., Kevork Bey Han, Galata, .	Constantinople, Turkey.
Rindelaub, Robert C., Imp. Sabit Bey Han, 30-33, Galata.	Constantinople, Turkey.
Selian, R. B. Importer . . . . .	Mersina, Turkey.
South Bend Chilled Plow Co., Exporters . . . . .	South Bend, Ind., U. S. A.
Yelissarides & Co., E., Importers . . . . .	Trebizond, Turkey.
Walter A. Wood Mowing & Reaping Machine Co., Ex.	Hoosick Falls, N. Y., U. S. A.
Walfer A. Wood Co., Ltd., 36 Worship Street . . .	London, England.
Walter A. Wood Company m. b. H., Elisabethufer 5/6 .	Berlin, Germany.
Whitman Agricultural Co., Exp., 6900 South Broadway	St. Louis, U. S. A.

### Alcohol.

Mosseri, Albert, Importer . . . . .	Salonika, Greece.
Molho, Isac, Importer . . . . .	Salonika, Greece.



Trad & Co., G. . . . .	Beirut, Turkey.
Turnbull, Jr. & Sommerville . . . . .	Valetta, Malta.
Wiener Bank Verein . . . . .	Constantinople, Turkey.

**Bath Heaters.**

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

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

**Beer.**

Audi & Frères S., Importer . . . . .	Beirut, Turkey.
Hindié Frères, Importers . . . . .	Aleppo, Turkey.
Sayeg 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.**

Altiparmak-Merzanoff, C. S., Importers, Taxim, . . . . .	Constantinople, Turkey.
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**Blotting Paper.**

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

Southwark Foundry & Mach. Co., Was'gt'n Ave, & 5th St. . . . .	Philadelphia, U. S. A.
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**Boots & Shoes.**

Baker, Geo. & A., 370 Grande Rue de Péra, . . . . .	Constantinople, Turkey.
Chasseaud & Co., F. W., Imp., Turkia Han 24, St. . . . .	Constantinople, Turkey.
Cohen, Salomon, Imp., Deutsche Post, Fach 60, . . . . .	Constantinople, Turkey.
Damiani, Barnabé, Importer . . . . .	Jerusalem, Turkey.
Daoud & Abdo, Importers . . . . .	Beirut, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople, Turkey.
Fulias & Co., Importers, Abid Han, Galata, . . . . .	Constantinople, Turkey.
Hananel, N. B., Importer, Ekberié Han, Stamboul, . . . . .	Constantinople, Turkey.
Hindié Frères, Importers . . . . .	Aleppo, Turkey.
Mac Vittie, F., Importer . . . . .	Smyrna, Turkey.
Molho, Isaac, Importer . . . . .	Salonika, Greece.
Magnifico, E. A., Importer . . . . .	Smyrna, Turkey.
Rosenwasser Bros., Mfrs. & Exp., 472 Broadway, . . . . .	New York, U. S. A.
Sciaky, Salomon J., Importer . . . . .	Salonika, Greece.
Tambakis, E. C., Importer . . . . .	Smyrna, Turkey.
Turco-American Agency, Importers, Enomotarchi Han, 16, Galata, . . . . .	Constantinople, Turkey.

**Builders' Hardware.**

Blum & Levy, Importers . . . . .	Jerusalem, Turkey.
Chasseaud & Co., F. W., Imp., Turkia Han, 24, St. . . . .	Constantinople, Turkey.
Mill, E. H., Importer, Kutchuk Millet Han, Galata, . . . . .	Constantinople, Turkey.
Matteossian, Leon, Importer, Roman Han, Galata, . . . . .	Constantinople, Turkey.
Miller Lock Co., Mfrs. & Exporters, Frankford, . . . . .	Philadelphia, 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.

#### Canary Seed.

Fowler & Black, Impr., Metrop. Bank Bldg. 204 . . . . . New Orleans, U.S.A.  
 Levant Products Trading Co., The Imp., 38-40 W.32 St. . . . . New York, U.S.A.  
 Sevastopoulo, A. D., Exp., Kutchuk Millet Han 14, Gal. . . . . Constantinople, Turkey.  
 Whittall & Co., J. W., Exporters, Kenadjian Han, . . . . . Constantinople, Turkey.

#### Candles.

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

#### Camping Outfitters.

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

#### Carpenters.

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

#### Carpets and Rugs.

Asfar & Co., Exporters . . . . . Bagdad, Turkey.  
 Blackler, F., Exporter . . . . . Smyrna, Turkey.  
 Castelli, N., Exp., Kutchuk Ismail Pacha Han, St., . . . . . Constantinople, Turkey.  
 Chasseaud, F. W., Exporter, Turkia Han, 24, St., . . . . . Constantinople, Turkey.  
 Djismardahoss, Kegham, Exp., Kodjamanoglou Han, St., . . . . . Constantinople, Turkey.  
 Filipachi, Paul, P., Exporter, Keuprulu Han, St., . . . . . Constantinople, Turkey.  
 Gulbenkian Bros. & Co., Exp., Gulbenkian Han, St., . . . . . Constantinople, Turkey.  
 Haim, S., Musée Oriental, Kabristan 14, Péra, . . . . . Constantinople, Turkey.  
 Ihmsen & Co., Exporters, Rue Findjandjilar, St., . . . . . Constantinople, Turkey.  
 Kafaroff, Talip, Exporter, Rassim Pacha Han, St., . . . . . Constantinople, Turkey.  
 Karadagli, A. E., Exporter, Djeferié 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, Ltd., Exporters . . . . . Smyrna, Turkey.  
 Oriental Carpet Manufacturers, Ltd., Exporters . . . . . Constantinople, Turkey.  
 Panayotoglou, Avraam V., Exporter, Serai-Emir, . . . . . Teheran, Persia.  
 Pappadopoulo, M. N., Exporter . . . . . Constantinople, Turkey.  
 Roditi, A., Exporter, Ekbérié Han, Tarakdjillar, St., . . . . . Constantinople, Turkey.  
 Rostomian, R., Keuprulu Han, Stamboul, . . . . . Constantinople, Turkey.  
 Sadullah, R. Levy & Mandil, Exporters, Stamboul, . . . . . Constantinople, Turkey.  
 Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, St., . . . . . Constantinople, Turkey.  
 Timourian, S., Exporter, Rue Tarakdjilar, 27, St., . . . . . Constantinople, Turkey.  
 Vayanos Frères, Manufacturers & Exporters . . . . . Konia, Turkey.

#### Carriages, (Vehicules, 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., 538-550 Fifth Street, . . . . .	Cincinnati, Ohio, U.S.A.

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

Jourdan, Georgiades & Co., Exporters . . . . .	Salonik, Greece.
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**Cigarettes.**

The Levant Products Trading Co., 38 & 40 W. 32d. St.,	New York, U. S. A.
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**Cigarette Paper.**

The Mair de Botton Cigarette Paper Co., Ltd., Mfrs. & Ex.,	Salonika, Greece.
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**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.
Meek, William, Importer . . . . .	Aden, British Arabia.
Mill, E.H., Importer, Kutchuk Millet Han, Galata, . .	Constantinople, Turkey.
Molho, Isaac, Importer . . . . .	Salonika, Greece.
Pharaon & Fils, R., Importers . . . . .	Beirut, Turkey.
Rees & Co., Ltd., T. Bowen, Importers . . . . .	Smyrna, Turkey.
Reppen, Theo., Importer, Arabian Han, Galata, . .	Constantinople, Turkey.
Theodoridi & Co., Importers . . . . .	Braila, Roumania.
Whitall & Co., C., Importers . . . . .	Smyrna, Turkey.

**Coffee.**

Medawar, A. E., Exporter . . . . .	Aden, British Arabia.
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**Collections.**

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

National Credit Corporation, Title & Trust Bldg., . .	Chicago, U. S. A.
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**Concrete and Cement.**

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

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

Afimus & Hacho . . . . .	Beirut, Turkey.
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**Copper.**

Juda & Salmona, Importers . . . . .	Salonika, Greece.
Navarro, Isaac J., Importer . . . . .	Salonika, Greece.
Obégi & Co., Charles, Importers . . . . .	Aintab, Turkey.

Roditi, A., Importer, Ekbérié Han, Tarakdjilar, St.,	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.
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**Cotton.**

Brazzafoli, Max, Exporter . . . . .	Mersine, Turkey.
Coulevas, M. & A., Importers . . . . .	Piraeus, Greece.
Debbas, Jean, Exporter . . . . .	Tarsus, Turkey.
Lykiardopoulos Fils, A. Exporter . . . . .	Mersine, 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.**

Cbdeni & Co., G. G., Importers . . . . .	Aleppo, Turkey.
Cltitzoglou Fils, J., Importers . . . . .	Mersina, Turkey.
Cudi & Co., B., Importers . . . . .	Beirut, Turkey.
Cvedikian Frères, Importers . . . . .	Smyrna, Turkey.
Baltazzi, Theo. S., Importer . . . . .	Smyrna, Turkey.
Bear Mill Mfg. Co., 120 Franklin St. . . . .	New York, U. S. A.
Berk, Püttnam & Co., Importers . . . . .	Bagdad, Turkey.
Blockley, Cree & Co., . . . . .	Bagdad, Turkey.
Boyadjian, Mihran, Importer . . . . .	Adana, Turkey.
Chachaty Frères, Importers . . . . .	Mersine, Turkey.
Cohen, Salomon, Importer, Deutsche Post, Fach 60, .	Constantinople, Turkey.
Coufopoulos, D. G., Alyanack Han 26, Stamboul .	Constantinople, Turkey.
Dobrowolsky & Co., Importers . . . . .	Salonika, Greece.
Edwards & Sons, Importers, Dilziz Zadé Han, St., .	Constantinople, Turkey.
Elisha, Nessim, Importer . . . . .	Bagdad, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han . . . . .	Constantinople, Turkey.
Enriquez Clemente, Importer . . . . .	Bagdad, Turkey.
Etablissements Orosdi Back, Importer . . . . .	Constantinople, Turkey.
Eustathopoulos & Co., Nap., Imp., Arnopoulo Han, St.,	Constantinople, Turkey.
Errera & Co., Ltd., Fils de G. A., Importers . . .	Salonika, Greece.
Gelat, Elias Thomas, Importer . . . . .	Jerusalem, Turkey.
Haddad, Elias And., Importer . . . . .	Beirnt, Turkey.
Haldéopoulo, 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., Importer . . . . .	Trebizond, Turkey.
Hochstrasser & Co., Importer . . . . .	Samsoun, Turkey.
Jebourg, Beythoum, Importer . . . . .	Bagdad, Turkey.
Juda & Salmona, Importers . . . . .	Salonika, Greece.
Kabbaz & Co., P. A., Importers . . . . .	Aleppo, Turkey.
Klonski, A. H, Importer . . . . .	Hebron, Turkey.
Louisides & Co., P. A., Importers . . . . .	Larnaca, Cyprus.

Lynch & Co., Stepheu, Importers . . . . .	Bagdad, Turkey.
Maghak, Fat. D., Importer . . . . .	Bagdad, Turkey.
Manachy, Lorenzo Y., Importer . . . . .	Aleppo, Turkey.
Maacantonakis & Manoussakis . . . . .	Candia, Crete, Greece.
Manuelian & Co., H., Importers . . . . .	Mersine, Turkey.
Medawar, A. E., Importer . . . . .	Aden, British Arabia.
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.
Putnam-Hooker Co., The, Exp., 56 Worth, St., . . . . .	New York, U. S. A.
Salloum, Helou & C., Importers . . . . .	Beirut, Turkey.
Saporta & Beraha, J. Florentine, Importers . . . . .	Salonika, Greece.
Saasoon & Co., Ltd., David, Importers . . . . .	Bagdad, Turkey.
Schuep & Co., Importers . . . . .	Aleppo, Turkey.
Société Commercial du Levant, Importers . . . . .	Salonika, Greece.
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.
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 . . . . .	Mersine, Turkey.

#### Cotton Seed Oil.

Amar & Co, S., Importers, Validé Sultan Han, St., . . . . .	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.
Cariciopoulo, Marc C., Imp., Rifaat Bey Han, Galata, . . . . .	Constantinople, Turkey.
Chasseaud & Co., F. W, Imp., Turkia Han 24, St., . . . . .	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., Arnopoulo Han, St., . . . . .	Constantinople, Turkey.
Fulias & Co., Importers, Abid Han, Galata, . . . . .	Constantinople, Turkey.
Hammer & Hirzel, Importers, Buyuk Yeni Han, St., . . . . .	Constantinople, Turkey.
Juda & Salmona, Importers . . . . .	Salonika, Greece.
Louisides & Co., P. J., Importers . . . . .	Larnaca, Cyprus.
Louisville Cotton Oil Co., Mfrs. & Exporters . . . . .	Louisville, Ky., U. S. A.
Manachy, Lorenzo Y., Importers . . . . .	Aleppo, Turkey.
Marcopoli & Co., V., Importers . . . . .	Alepyo, Turkey.
Millioris, François, Importer, Nomico Han 23-24, Gal, . . . . .	Constantinople, Turkey.
Molho, Isaac, Importer . . . . .	Salonika, Greece.
Navarro, Em. Is., Importer . . . . .	Salonika, Greece.
Pharaon, Issa, Schoucair & Co., Importers . . . . .	Beirut, Turkey.
Procter & Camble Co., Exporters . . . . .	Cincinnati, Ohio, U.S.A.
Sarantis Frères, Imp., 19, 20, Omar Abid Han, Gal., . . . . .	Constantinople, Turkey.
Suffern & Co., Exporters, 90-96, Wall Street, . . . . .	New York, U. S. A.

Tasartez & Barzilai, Importers, Tohafdi Han, St., . . .	Constantinople, Turkey.
Tiano, Henri, Importer . . . . .	Salonika, Greece.
Xanthos, C., Importer . . . . .	Salonika, Greece.

**Cotton Yarn.**

Abdeni & Co., G. G., Importers . . . . .	Aleppo, Turkey.
Audi & Co., B., Importers . . . . .	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.

**Currants.**

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

**Customs House Brokers.**

Curmusi, Theo N., Tchibili 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.**

Arevian, Aram, Importer, Tépé Bachi, 37, Pera . . .	Constantinople, Turkey.
Mertzanoff - Altiparmak, C. S. Importers, Taxim . . .	Constantinople, Turkey.
White Dental Mfg. Co., The S. S. Mfrs. & Exporters 12 th & Chestnut Sts., . . . . .	Philadelphia, U. S. A.

**Department Stores.**

Economic Co-Opérative Society Ltd, . . . . .	Constantinople, Turkey.
Melki & Menasseh . . . . .	Beirut, Turkey.
Mongomery Ward & Co., . . . . .	Chicago, U. S. A.
Orosdi-Back, Etablissements . . . . .	Constantinople, Turkey.

**Draperies.**

Baker, Geo. & A., 370 Grande Rue de Péra, . . .	Constantinople, Turkey.
Audi & Co., B, Importers . . . . .	Beirut, Turkey

**Drugs and Pharmaceutical Products.**

Audi & Co., B., Importers . . . . .	Beirut, Turkey.
Curtis Brown Mfg. Co., Ltd., 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 . . . . .	Constantinople, Turkey.
Parke, Davis & Co., Exporters, 50/54 Beak St., . . .	London, England.
Philadelphia Quartz Co., Exporters 121 S. 3d St., . .	Philadelphia, U. S. A.
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.

**Dyes.**

Schuep & Co., Importers . . . . . Aleppo, Turkey.

**Earth Handling Machinery.**

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

**Electrical Supplies.**

Aperguis & Co., N.A., Imp., 40 Rue de la Douane, Gal., . . . . . Constantinople, Turkey.

Nowill & Co., Sidnéy, Imp., Kevork Bey Han, Gal., . . . . . Constantinople, Turkey.

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.

**Engines ( Gasoline, Traction, Corliss etc. )**

Avery Co., Mfrs. & Exporters . . . . . Peoria, Ill., U. S. A.

Farguhar & 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. & Exprs.,

Wash., Ave. & 5th Sts., . . . . . Philadelphia, U. S. A.

Standard Gas Engine Co., Mfrs & Exprs., 1 California St., . . . . . San Francisco, U. S. A.

Walter A. Wood Mowing & Reaping Machine Co., Exp., . . . . . Hoosick Falls, U. S. A.

Walter A. Wood Co., Ltd., 36 Worship St., . . . . . London, England.

Walter A. Wood Company, m. b. H., Elisabethufer 5/6, . . . . . Berlin, Germany.

Waterloo Gasoline Engine Co., Exprs., Waterloo, . . . . . Iowa, U. S. A.

Wichita Falls Motor Co., Mfrs & Exprs., Tractors, . . . . . Wichita Falls, Tex., 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.

Gilchrist Walker & Co., Importers, Galata . . . . . Constantinople, Turkey.

**Firearms and Ammunition.**

Baker, Geo. & A. Impr., 370 Grande Rue de Pera, . . . . . Constantinople, Turkey

Coenca Frères, Impr., 38 Rue de la Sublime Porte, St., . . . . . Constantinople, Turkey.

Peters Arms Co., Exprs., Pickhuben, 4, Freihafen, . . . . . Hamburg, Germany.

**Fire Engine Trucks.**

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

**Fittings.**

Devlin Mfg. Co., Thos., Mfrs & Exprs., Lehigh Ave &  
American St., . . . . . Philadelphia, U. S. A.

Flagg, Stanley G., Mfr. & Exporter, 1421 Chestnut St., . . . . . Philadelphia, U. S. A.

**Fish (Dried, Salt.)**

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

**Flooring.**

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

**Flour.**

Barcoulis, S., Importer, Arnopoulo Han 5, 6, St.,	Constantinople, Turkey.
Capayannides, G., Importer . . . . .	Trebizond, Turkey.
Cariciopoulo, Marc C., Imp., 12 Ibrahim Rifaat Han, Gal.,	Constantinople, Turkey.
Filipakis Geo Is., Manufacturer . . . . .	Adalia, Turkey.
Eckhard & Co., John W., Exporters . . . . .	Chicago, U. S. A.
Hadjopoulo & Sperco, Inc., 29 Broadway . . . . .	New York, U. S. A.
Hassid & Co., A. M., Importers . . . . .	Salonika, Greece.
Kouyoumdjian, Khosrov, Importer . . . . .	Bagdad, Turkey.
Lebet Frères & Cie., Imprs, Mahmoudié Han, St.,	Constantinople, Turkey.
Molho, Isaac J., Importer . . . . .	Salonika, Greece.
Avram & Slocum, Slocum Inc., 30 Church St.,	New York, U. S. A.
Stock & Mountain, Imprs., Khorassandji Han, St.,	Constantinople, Turkey.

**Food Products.**

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

Waterman Co., L. E., Exporters, 173, Broadway,	New York, U. S. A.
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**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, Ltd., P. G., Exporters . . . . .	Smyrna, Turkey.
Chasseaud & Co., F. W., Exprs., Turkia Han 24, St.,	Constantinople, 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.
Hadjopoulo & Sperco, Inc., Imp., 29 Broadway, . . .	New York, U. S. A.
The Hills Bros. Co., Exporters . . . . .	Bassorah, Turkey.
Wm. Hills Jr. & Co., Exporters . . . . .	Bassorah, Turkey.
Hochstrasser & Co., Exporters . . . . .	Samsoun, Turkey.
Hochstrasser & Co., Exporters . . . . .	Trebizond, Turkey.
Jabourg Brothers, Importers, 10 & 12 Leonard St.,	New York, U. S. A.
Klonski, A. H., Exporter . . . . .	Hebron, Turkey.
Maghak, Fathalla D, Exporter . . . . .	Bagdad, Turkey.
Marcantonakis & Manoussakis, Exporters . . . . .	Candia, Crete, Greece.
Mégarbané, G. H., Exporter . . . . .	Aintab, Turkey.
Mégarbané & Fils, Habib, Exporters . . . . .	Aleppo, Turkey.
Messayeh, Joseph J. Exporter . . . . .	Bagdad, Turkey.
Missir & Co., Exporters . . . . .	Smyrna, Turkey.
Reggio & Co., Ant., Exporters . . . . .	Smyrna, Turkey.
Schamasch, Gourgie & Co., Exporters . . . . .	Bagdad, Turkey.
Schabender, Mahmoud, Exporter . . . . .	Bagdad, Turkey.
Stassinopoulo, S. A., Exporter . . . . .	Smyrna, Turkey.
The Levant Products Tradings Co., Imp., 38-40 W. 32 St.,	New York, U. S. A.
Warde, Naasan & Co., Exporters . . . . .	Beirut, Turkey.
Whittall & Co., C., Exporters . . . . .	Smyrna, Turkey.
Wönckhaus & Co., Robert, Exporters of Dates . . .	Bagdad, Turkey.

**Furniture.**

Baker, Geo. & A., Importer, 370 Grande Rue de Péra,	Constantinople, Turkey.
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Karpen & Bros., S., Mfrs & Exprs., 37th St. & B'way,	New York, U. S. A.
Lambichi M. E., Importer . . . . .	Smyrna, Turkey.
Mc Vittie, F. I., Importer . . . . .	Smyrna, Turkey.
Montgomery Ward & Co., Exporters . . . . .	Chicago, U. S. A.
Nahmias & Fils, S., Importers . . . . .	Salonika, Greece.
Psalty, Mfr. & Importer, R. Kabristan . . . . .	Constantinople, Turkey.
Sioufi, Elie, Manufacturer . . . . .	Beirut, Turkey.
Tagger, J. H., Importers . . . . .	Jaffa & Jerusalem Turkey.

**Galvanized Sheet Metals.**

United States Steel Products Co., Ex. 30 Church st.	New York, U. S. A.
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**Glass.**

Friedmann & 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 Calarasilior 41, . . . . .	Bucharest, Roumania.
Asfar & Co. . . . .	Bagdad, Turkey.
Assa, Salomon H., Sarioglou Han, Stamboul . . . . .	Constantinople, Turkey.
Audi & Co., B. . . . .	Beirut, Turkey.
Austro-Oriental Trading Co. Ltd. . . . .	Bagdad, Turkey.
Baldwin, Theo. A. . . . .	Brussa, Turkey.
Banning Hubert, 140 Nassau St. . . . .	New York, U. S. A.
Banque Commercial de Palestine . . . . .	Jerusalem, Turkey.
Barcoulis, S., Arnopoulo Han 5-6, Stamboul . . . . .	Constantinople, Turkey.
Benveniste, Haim & Albert . . . . .	Salonika, Greece.
Berk, Pütman & Co. . . . .	Bagdad, Turkey.
Capayannides G. . . . .	Trebizond, Turkey.
Canzuch, Ferdinand, Iki Kouyoulou 28, Pera . . . . .	Constantinople, Turkey.
Chamarakis, E. D. . . . .	Rethymno, Crete Greece,
Cohen, Salomon, Deutsche Post, Fach 60 . . . . .	Constantinople, Turkey.
Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .	Constantinople, Turkey.
Damiani Barnabé . . . . .	Jerusalem, Turkey.
Demaras Brothers, . . . . .	Athens, Greece.
Dizengoff, M. . . . .	Jaffa, Turkey.
Eustratiades, Alex. N. . . . .	Smyrna, Turkey.
Gelat, Elias Thomas . . . . .	Jerusalem, Turkey.
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 Lipsani . . . . .	Bucharest, Roumania.
Hindié, Elias . . . . .	Aleppo, Turkey.
Hindié Frères . . . . .	Aleppo, Turkey.
Hochstrasser & Co. . . . .	Trebizond, Turkey
» . . . . .	Samsoun, Turkey.
Iahiel, Isaac I., . . . . .	Salonika, Greece.
Manachy, Lorenzo Y. . . . .	Aleppo, Turkey.
Marcantonakis & Manoussakis . . . . .	Candia, Crete, Greece.

Marcopoli & Co., V. . . . .	Aleppo, Turkey.
Meek, William . . . . .	Aden, British Arabia.
Melissinos, Bernhard . . . . .	Piraeus, Greece.
Mill, E. H. Kutchuk Millet Han, Galata . . . . .	Constantinople, Turkey.
Modiano, Hugo R. . . . .	Constantinople, Turkey.
Panayotoglou Avraam V., Serai Emir . . . . .	Teheran, Persia.
Peristiany & Frères, J. Th. . . . .	Alexandretta, Turkey.
Phostiropoulo - Frères . . . . .	Trebizond, 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.
Schapira, J. M., 10 Rue Colocotroni . . . . .	Athens, Greece.
Sciaky & Co., Victor . . . . .	Salonika, Greece.
Shabendar, Mahmoud . . . . .	Bagdad, Turkey.
Slipp, Paul E., . . . . .	Aden, British Arabia.
Spike, Clarence H., 143 Federal Street . . . . .	Boston, U. S. A.
Stassinopoulo, S. A. . . . .	Smyrna, Turkey.
Strick Scott & Co., Ltd. . . . .	Bagdad, Turkey.
Suffern & Co., 90-96 Wall Street . . . . .	New York, U. S. A.
Tatian, A., 23 Central St., Room 8 . . . . .	Boston, U. S. A.
Tennant, Sons & Co., C., 100 William St. . . . .	New York, U. S. A.
Tiano, Henri . . . . .	Salonika, Greece.
Turnbull, Jr. & Somerville . . . . .	Valetta, Malta.
Vassiliou, Pittacos . . . . .	Mitylene, Greece.
Whitall & Co., J. W., Kenadjian Han, Stamboul . . . . .	Constantinople, Turkey.

#### Glucose.

Corn Products Refining Co., Exporters . . . . .	New York, U. S. A.
Gilchrist Walker & Co., Ltd., Importers, Galata . . . . .	Constantinople, Turkey.

#### Glue Stock.

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

Avigdor, N. S., Inayet Han 67, 68 Galata . . . . .	Constantinople, Turkey.
Baker, Geo. & A., Army contr, 370 Grande Rue de Pera . . . . .	Constantinople, Turkey.
Bucknam, R. D., . . . . .	Constantinople, Turkey.
Chisnell & Sons Co., Ltd., George, Galata . . . . .	Constantinople, Turkey.
Edwards & Sons, Dilsiz-Zadé Han, Stamboul . . . . .	Constantinople, Turkey.
Essayan & Frères, Hagop, Sirkedji 46, Stamboul . . . . .	Constantinople, Turkey.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . . . . .	Constantinople, Turkey.
Friedmann & Fils, J. R., Rue du Tunnel, 32, Galata . . . . .	Constantinople, Turkey.
Hecht, Emil, Angora Han, Stamboul . . . . .	Constantinople, Turkey.
Langdon, J. D., Naval Contractor . . . . .	Smyrna, Turkey.

#### Grain and Cereals.

Sciaky, Salomon J., Exporter . . . . .	Salonika, Greece.
Kouyoumdjian, Kh., Exporter . . . . .	Bagdad, Turkey.
Simeonoglou, Aristides, Exporter . . . . .	Mersina, Turkey.
Sursock, Aziz, Exporter . . . . .	Tarsus, Turkey.
Whittall & Co., J. W., Exp. Kenadjian-Han Stamboul . . . . .	Constantinople, Turkey.
Wönckhaus & Co., Robert, Exporters . . . . .	Bagdad, Turkey.
Xanthos, C., Exporter . . . . .	Salonika, Greece.
Whittall, Saltiel & Co., Exporters . . . . .	Salonika, Greece.

**Groceries.**

Cacoulides, Gr. N., Exporter . . . . .	Trebizond, Turkey.
Capayannides, G., Importer . . . . .	Trebizond, Turkey.
Economic Co-Operative Society, Ltd., Importers . . . . .	Constantinople, Turkey.
Errera, Isaac G., Importer . . . . .	Salonika, Greece.
Eustathopoulo & Co., N., Imp. Arnopoulo 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, Isaak, Importer . . . . .	Salonika, Greece.
Jabourg Brothers, Importers, 10 & 12 Leonard St. . . . .	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.
Rindelaub, Robert C., Imp. Sabit Bey Han 30, 33 Galata . . . . .	Constantinople, Turkey.
Sevastopoulo, A. D., Imp., Kutchuk Millet Han, 14, Galata . . . . .	Constantinople, Turkey.
Tagger, J. H., Importers . . . . .	Jaffa & Jerusalem, Turkey.
Xanthos, C. Exporter . . . . .	Salonika, Greece.

**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.
Brazzafolly, Max, Exporter . . . . .	Mersina, Turkey.
Chachaty Frères, Exporters . . . . .	Mersina, Turkey.
Chasseaud & Co., F. W. Exp. Turkia Han, 24, Stamboul . . . . .	Constantinople, Turkey.
Essefian Parsegh G. Ex. 28 Khorassandji Han, Stamb. . . . .	Constantinople, Turkey.
Elisha & Frères, Nessim, Exporters . . . . .	Bagdad, Turkey.
Gulbenkian Bros. & Co., Exp., Gulbenkian Han Stamb. . . . .	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 Khorssandji Han, Stamb. . . . .	Constantinople, Turkey.
Hecht, Emil, Exporter, Angora Han, Stamboul . . . . .	Constantinople, Turkey.
Kevork Skender, K. & D. Exporters . . . . .	Bagdad, 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, Bahtiar Han, Galata,	Constantinople, Turkey.
Bedrossian, Aram N., Imp., Kutchuk Millet Han, Galata,	Constantinople, Turkey.
Berk, Pütmann & Co., Importers . . . . .	Bagdad, Turkey.
Blum & Levy, Importers . . . . .	Jerusalem, Turkey.
Cariciopoulo, Marc C., Imp., 12 Ibrahim Rifaat Han, Glt.	Constantinople, Turkey
Chisnell & Sons Co., Ltd., George, Galata . . . .	Constantinople, Turkey.
Cohen, Salomon, Importer, Deutsche Post, Fach 60	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.
Edwards & Sons, Imp., Dilsiz Zadé Han, Stamboul .	Constantinople, 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.
Franghakis & Sinnosoglou, Importers . . . . .	Adana, Turkey.
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.
Mac Vittie, F. J., Importer . . . . .	Smyrna, Turkey.
Mc Caffrey File Co., Mfrs. & Exp. 5th & Berk St.	Philadelphia, U. S. A.
Mill, E. H., Importer, Kutchuk Millet Han, Galata .	Constantinople, Turkey.
Miller Lock, Co. Mfrs. & Exporters . . . . .	Philadelphia, U. S. A.
Montgomery Ward & Co, Exporters . . . . .	Chicago, U. S. A.
National Spec. Co., Mfrs. & Exp., Lehigh Ave. & Amer. St.	Philadelphia, U. S. A.
North Bros. Mfg. Co. Mfrs. & Exp., Lehigh Ave. & Amer. St.	Philadelphia, U. S. A.
Nowill & Co., Sidney, Imp., Kevork Bey Han, Galata	Constantinople, Turkey.
Orosdi Back, Etablissement, Importers . . . . .	Aleppo, Turkey.
Peristiany & Frères, J. Th., Importers . . . . .	Philadelphia, U. S. A.
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.
Schuep & 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.
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Jean Hauser, Mgr., Société Anonyme pour l'importation  
et l'Exportation, Importers, 18 Strada Lips cani . Bucharest, Roumania.  
Studebaker Corporation, The Mfr. & 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.

**Hooks and Eyes.**

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

**Hosiery.**

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

**House Furnishings.**

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

**Household Utensils.**

Arevian Aram, Importer, Tépé Bachi 37, Péra . . . Constantinople, Turkey.  
Hoosier Mfg. Co., The, . . . . . NewCastle, Ind., U.S.A.  
National Specialty Mfg. Co., Lehigh Ave. Amer. St. Philadelphia, U. S. A.  
North Bros. Mfg. Co., Mfrs. & Exp., Lehigh Ave. & Amer. St. Philadelphia, U. S. A.

**Hydraulic Lime.**

Sayegh Frères, Importers . . . . . Beirut, Turkey.

**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.  
Cariciopoulo, Marc C., 12 Ibrahim Rifaat Han, Galata Constantinople, Turkey.  
Cherry, Louis D., Importer, 52 S. 60th St. . . . Philadelphia, U. S. A.  
Chisnell & Sons Co., Ltd., George, Galata . . . Constantinople, Turkey.  
Dobrowolsky & Co. . . . . Salonika, Greece.  
Farwagi, & Fils, E. . . . . Jaffa, Turkey.  
Fowler & Black, 204 Metropolitan Bank Bldg. . . . New Orlean, La., U.S.A.  
Haddad, Elias And . . . . . Beirut, Turkey.  
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.  
Nowill & Co., Sidney, Kevork Bey Han, Galata . . Constantinople, Turkey.  
Picciotto & Co., Hillell, . . . . . Aleppo, Turkey.  
Rappaport, J. M., 101 Beekman St. . . . . New York, U. S. A.  
Sayegh Frères . . . . . Beirut, Turkey.  
Schuep & Co. . . . . Aleppo, Turkey.  
Seager & Co., Walter, Tchিনি Rihtim Han, Galata Constantinople, 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. . . . . Rethymno, Crete, Greece.  
 Compte-Calix & J. G. Saverio, 7 Rue Tchinar, Galata Constantinople, Turkey.  
 Eustratiades, Alexandria N. . . . . Smyrna, Turkey.  
 Farwagi, & Fils, E. . . . . Jaffa, Turkey.  
 Filipakis, Geo. Is. . . . . Adalia, Turkey.  
 Gelat, Elias Thomas, Fire, Life & Accident . . . . Jerusalem, Turkey  
 Grech, Alfred . . . . . Dardanelles, Turkey.  
 Hancock & Wood . . . . . Patras, Greece.  
 Kuebler, Jona . . . . . Jaffa, Turkey.  
 Levin, Alter . . . . . Jerusalem, Turkey.  
 Liverpool & London & Globe Insurance Co., Galata Constantinople, 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.  
 Seager & Co., Walter, Tchিনি Rihtim Han, Galata Constantinople, Turkey.  
 Sellar & Co., A. W., Altiparmak Han, Stamboul . . Constantinople, Turkey.  
 Strick, Scott & Co. Ltd. . . . . Bagdad, Turkey.  
 Turco-American Agency, Enomotarchi Han 16, Galata Constantinople, Turkey.  
 Varbetian, L. & L. . . . . Smyrna, Turkey.  
 Whittall, Saltiel Co. Ltd. . . . . Salonika, Greece.  
 Whittall & Co., J. W. Kenadjian Han, Stamboul . . Constantinople, Turkey.

#### Iron & Steel.

Altizoglou Fils, J., Importer . . . . . Mersina, Turkey.  
 Avedissian & 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.  
 » » » » . . . . . Samsoun, Turkey.  
 Navarro, Isaac J., Importer . . . . . Salonika, Greece.  
 Roditi, A., Imp., Ekberié Han, Tarakdjilar, Stamboul Constantinople, Turkey.  
 Société Commercial 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., Ltd., Fils de G. E., Importers . . . . Salonika, Greece.  
 Macdonald & Co. R. B. Mfrs. & Exporters . . . . Attleboro, Mass., U. S. A.  
 Société Commercial du Levant, Importers . . . . Salonika, Greece.

#### Kitchen Cabinets.

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

**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., Exporter, Ekberié Han, Tarakdjilar, Stamb.	Constantinople, Turkey.
Sadullah, R. Levy & Mandil, Exporters, Mahmoud Pacha Han, 232 . . . . .	Constantinople, Turkey.

**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, Pütman & Co., Importers . . . . .	Bagdad, Turkey.
Beythoum, Jeboury, Importer . . . . .	Bagdad, Turkey.
Cohen, Salomon, Importer, Handan Han, 23-24, Stam.	Constantinople, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han . . . . .	Constantinople, Turkey.
Enriquez, Clemente, Importer . . . . .	Bagdad, Turkey.
Eusthathopoulo & Co., N., Exp., Arnopoulo Han, Stam.	Constantinople, Turkey.
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, Xantopoulo Han, Stam.	Constantinople, Turkey.
Jean Hauser, Mgr. Société Anonyme, pour l'Exportation & l'Importation, 18 Strada Lipsani . . . . .	Bucharest, Roumania.
Kabbaz & Co., P. A., Importers . . . . .	Aleppo, Turkey.
Lebet Frères & Cie., Importers, Germania Han, Stamb.	Constantinople, Turkey.
Lynch & Co., Stephen, Importers . . . . .	Bagdad, 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.
Mill, E. H., Importer, Kutchuk Millet Han, Galata . . . . .	Constantinople, Turkey.
Millioris, François, Imp. Nomico Han, 23-24, Galata	Constantinople, Turkey.
Peristiany & Frères, J. Th. Importers . . . . .	Alexandretta, Turkey.
Sarantis Frères, 19, 20, Omar Abid Han, Galata . . . . .	Constantinople, Turkey.
Serefas, D., Importer & Exporter . . . . .	Salonika, Greece
Sevastopoulo, A. D., Imp., Kutchuk Millet Han 14, Glt.	Constantinople, Turkey.
Sourlangas Fils, E. N., Imp., Kosssova Han, Stamb.	Constantinople, Turkey.
Sourlangas, Stylianos E., Mfr. . . . .	Mitylene, Greece.
Stone, Timlow & Co., Manufacturer . . . . .	Boston, U. S. A.
Tagger, J. H. Importers . . . . .	Jaffa & Jerusalem, Turkey.
Wolfner, Joseph, Exporter . . . . .	Belgrade, Servia.
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

**Lighting Devices.**

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

**Liniments.**

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

**Linoleum and Oil Cloth.**

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

**Lozenges.**

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

**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.  
 Blockey, Cree & C., Importers . . . . . Bagdad, Turkey.  
 Chirin, Leon, M.E., Importer, Kenadjian, Han, Stamboul, Constantinople, Turkey.  
 Chisnell & Sons Co., Ltd., George, Importers . . . Constantinople, Turkey.  
 Coenca Frères, Importers, 38 Ave. de la Sublime  
 Porte, Stamboul . . . . . Constantinople, Turkey.  
 Dizengoff, M., Importer . . . . . Jaffa, Turkey.  
 Farquhar & Co., A. B., Mfrs. & Exprs., Copt. Excl. Bldg. New York, U. S. A.  
 Frangakis, Ant. Ch., Importer . . . . . Aleppo, Turkey.  
 Fairbanks Co., Exporters . . . . . Hamburg, 8, Germany.  
 Hauser, Jean, Mgr. Société Anonyme pour l'Exp.  
 et l'Importation Importers, 8 Strada Lipsani . . Bucharest, Roumania.  
 Lebet Frères & Cie., Imp., Mahmoudié Han, Stamboul, Constantinople, Turkey.  
 Loutfalla, Georges, Importer . . . . . Adana, Turkey.

Lykiardopoulos Fils, A., Importer . . . . .	Mersina, Turkey.
Lynch & Co., Stephen, Importers . . . . .	Bagdad, Turkey.
Messayeh, Joseph J., Importer . . . . .	Bagdad, Turkey.
Slocum, Avram & Slocum Inc., 30 Church St. . .	New York, U. S. A.
Sprout-Waldron Co., Flour, Meal & Feed Machinery,	Muncy, Pa., U. S. A.
Western Wheeled Scraper Co., Mfrs. & Exp. Aurora,	Aurora, Ill, U. S. A.
Zarifi, L., Importer, Hagopian Han, Galata, . . . .	Constantinople, Turkey.

**Machine Tools.**

Fairbanks Co., The, Exporters . . . . .	Hamburg, 8, Germany.
Niles-Bement-Pond Co., Exporters, 111 Broadway,	New York, U. S. A.
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. & Exporter . .	New York, U. S. A.
Gilchrist Walker & Co., Importer . . . . .	Constantinople, Turkey.

**Mercantile Agencies.**

Dun & Co., R. G., . . . . .	New York & Vienna.
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.
Meek, William . . . . .	Aden, British, Arabia.
Mouzalas, Basil A. . . . .	Mitylene, Greece.
Sourlangas, Stylianos E. . . . .	Mitylene, Greece.
Vassiliou, Pittacos A. . . . .	Mitylene, Greece.
Wönckhaus & Co., Robert . . . . .	Bagdad, Turkey.
Whittall & Co, J. W., Kenadjian Han, Stamboul .	Constantinople, Turkey.

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

Bedrossian, Aram, N. Imp., Kutchuk Millet Han, Galata	Constantinople, Turkey.
Capayannides, G., Importer . . . . .	Trebizond, Turkey.
Iahiel, Isaac, Importer . . . . .	Salonika, Greece.
Juna & Salmona, Importers . . . . .	Salonika, Greece.
Haldéopoulo, N. P., Importers . . . . .	Trebizond, Turkey.
Hanania, Joseph, Importers . . . . .	Bagdad, Turkey.
Navarro, Is. J., Importer . . . . .	Salonika, Greece.

**Metal Shapes (Pressed.)**

American Pulley Co., Exporters, 29th & Bristol St. .	Philadelphia, U.S.A.
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**Mills and Milling Machinery.**

Filipakis, Geo. Is., . . . . .	Adalia, Turkey.
Sprout-Waldron Co., Mfrs. & Engineers . . . . .	Muncy, Pa., 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  
 Whittall & Co., J. W., Ex., Kenadjian Han, Stamboul, Constantinople, Turkey.  
 Wilkinson, James W., Exporter . . . . . Smyrna, 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 Gosoline Engine Co., Manufacturers. . . Waterloo, Iowa, U. S. A.  
 Wolverine Motor Work, 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.

#### 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.  
 Hadjopoulo, & Sperco, Inc., Importers, 29 Broadway New York, U. S. A.  
 Haldéopoulo, 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.  
 Jabourg 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.  
 Reggio, Abel, Importer, 105, Hudson Street . . . New York, U. S. A.  
 Reggio & Co., Ant., Exporters . . . . . Smyrna, Turkey.  
 Scialom & Co., Albert, Exporters . . . . . Salonika, Greece.  
 Spencer Importing and Trading Co., Importers, 163  
 Greenwich St. . . . . New York, U. S. A.

Stock & Mountain, Exp., Korassandji Han, Stamboul	Constantinople, Turkey.
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.
Whittall, Saltiel Co., Exporters	Salonika, Greece.
Whittall & Co., C., Exporters	Smyrna, Turkey.
Whittall & Co., J. W., Exp., Kenadjian Han, Stamboul	Constantinople, Turkey.

#### Oils (Lubricating, etc.)

Audi & Frères S., Importers	Beirut, Turkey.
Baldwin, Theo. A., Importer	Brussa, Turkey.
Blockey, Cree & Co., Importers	Bagdad, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Canzuch, Ferdinand, Importer	Constantinople, Turkey.
Crew-Levick Company, Refiners & Exporters	Philadelphia, U. S. A.
Frangakis, Ant. Ch., Importer	Aleppo, Turkey.
Franghakis & Sinnossoglou, Importers	Adana, Turkey.
Hauser, Jean, Mgr., Société Anonyme pour l'Importation et l'Exportation, 18 Strada Lips cani	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.
Millioris, François, Imp., Nomico Han 23, 24, Galata	Constantinople, Turkey.
Pharaon, Issa, Schoucair & Co., Imp., Mineral Oils	Beirut, Turkey.
Strick, Scott & Co., Importers	Bagdad, 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., Importer, 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., Impr., Validé Sultan Han, Stamboul	Constantinople, Turkey.
Brazzafolli, Max, Importer	Mersina, Turkey.
Canzuch, Ferd., Importer	Constantinople, Turkey.
Cariciopoulo, Marc C., Imp., 12 Ibrahim, Rifaat Han, Glt.	Constantinople, Turkey.
Chachaty Bros., Importers	Mersina, Turkey.
Eustathopoulo & Co., N. Imp., Arnopoulo Han, Stamb.	Constantinople, Turkey.
Frankfort, M., Exporter 200, Produce Exchange	New York, U. S. A.
Fulias & Co., Importers, Abid Han, Galata	Constantinople, Turkey.
Hammer & Hirzel, Impr., Buyuk Yeni Han, Stamboul	Constantinople, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Klonski, A. H., Importer	Hebron, Turkey.

Mill, E. H., Importer, Kutchuk Millet Han, Galata . . .	Constantinople, 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.
Zelvéian, M. & K. S., Importers . . . . .	Mersina, Turkey.
Zarifi, L., Importer, Agopian Han, Galata . . . . .	Constantinople, Turkey.

#### Olives and Olive Oil.

Barff & Co., Ltd., P. G., Exporters . . . . .	Smyrna, 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.
Reggio & Co., Ant., Exporters . . . . .	Smyrna, Turkey.
Whittall & Co., C., Exporters . . . . .	Smyrna, Turkey.

#### Opium.

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

#### 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, Péra . . . . .	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., Mfrs. & Exp., 4th & Venago Sts. . Philadelphia, U. S. A.

**Patent Medicines-see Drugs.**

**Peas.**

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

**Perfumery.**

Economic Co-Operative Society Ltd., Importers . . Constantinople, Turkey,  
 Société Commerciale du Levant, Importers . . . . Salonika, Greece.

**Petroleum.**

Canzuch, Ferdinand, F., Importer . . . . . Constantinople, Turkey.  
 Crew-Levick Co., Refiners & Producers, Land Title Bld. Philadelphia, U. S. A.  
 Florian, R., Mgr. Romano-Americano . . . . . Bucharest, Roumania.  
 Kaul, Wilhelm Franz, Importer . . . . . Angora, Turkey.  
 Lykiardoponlos Fils, A., Importers . . . . . Mersina, Turkey.  
 Meek, William, Importer . . . . . Aden, British, Arabia.  
 Philippou, A., Importer . . . . . Yanina, Greece.  
 Vacuum Oil Co., Exporters . . . . . Rochester, N. Y. U. S. A.  
 Vacuum Oil Co., Importers . . . . . Jaffa, Turkey.  
 Vacuum Oil Co., Importers . . . . . Beirut, Turkey.  
 Standard Oil Co., of New York . . . . . Constantinople, Turkey.

**Pitch.**

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

**Physicians and Dentists.**

Brautman, Sylvan, Physician and Dentist . . . . Salonika, Greece.

**Pianos, Piano Players.**

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

**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.

**Playing Cards.**

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

**Poppy Seeds.**

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

**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 Stamb. Constantinople, Turkey.

#### Printing Paper.

Hammer & Hirzel, Importers, Buyuk Yeni Han, Stam. 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.

#### Pulleys and Pressed Metal Shapes.

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

#### Pumps.

Altizoglou Fils J., Importers . . . . . Mersina, Turkey.  
 Avedissian & 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, George, Importer . . . . . Adana, Turkey.  
 Matteossian, Leon, Roman Han, Galata . . . . . Constantinople, Turkey.  
 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, Stamb. 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.

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

#### Road Making Machinery.

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

#### Roofing.

Barrett Mfg. Co., Mfrs. Exp., Morris Bldg. . . . Philadelphia, U. S. A.

#### Rubber Goods.

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



Hoffmann, S. & W. . . . .	Belgrade, Servia.
Kuebler, Jona . . . . .	Jaffa, Turkey.
Khoury Farra, G. & A. . . . .	Beirut, Turkey.
Laughton & Co., C., 42 Perchembé Bazar, Galata . . . . .	Constantinople, Turkey.
Levante-Kontor, m. b. H., Tchিনি Rihtim Han, Galata . . . . .	Constantinople, Turkey.
Louisides & Co., P. J. . . . .	Larnaca, Cyprus.
Mavrommati, André . . . . .	Mersina, Turkey.
Maulwurf, Ed., . . . . .	Salonika, Greece.
Meek, William . . . . .	Aden, British, Arabia.
Molho, Isaac . . . . .	Salonika, Greece.
Nahama & Co. . . . .	Salonika, Greece.
Philippou, A. . . . .	Yanina, Greece.
Phostiropoulo Frères . . . . .	Trebizond, Turkey.
Rees & Co., Ltd., T. Bowen . . . . .	Smyrna, Turkey.
Reppen, Theo., Arabian Han, Galata . . . . .	Constantinople, Turkey.
Schenker & Co. . . . .	Belgrade, Servia.
Seager & Co., Walter, Tchিনি Rihtim Han, Galata . . . . .	Constantinople, Turkey.
Strick, Scott & Co., Ltd. . . . .	Constantinople, Turkey.
Theodoridi & Co. . . . .	Braila, Roumania.
Turnbull, Jr. & Somerville . . . . .	Valetta, Malta.
Vuccino, Camille, Merkez Rihtim Han, Galata . . . . .	Constantinople, Turkey.
Whittall & Co., J. W., Kenadjian Han, Stamboul . . . . .	Constantinople, Turkey.
Whittall & Co., C. . . . .	Smyrna, 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.
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#### 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.
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#### 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, Stamb.	Constantinople, Turkey.
Fresco, Fils d'Aslan, Exporters, Manoukian Han 1-5, Gl.	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 Findjandjillar, Stamboul . . . . .	Constantinople, Turkey.
Kevork Skender, K. & D. Exporters . . . . .	Bagdad, Turkey.
Klonski, A. H., Exporter . . . . .	Hebron, Turkey.
Lynch & Co., Steven, Exporters . . . . .	Bagdad, Turkey.
Mahokian, A., Exporter . . . . .	Trebizond, Turkey.
Maissa, M. G., Exporter . . . . .	Salonika, Greece.
Manuelian & Co., H., Exporters . . . . .	Mersina, Turkey.
Maulwurf, Ed., Exporter . . . . .	Salonika, Greece.
Medawar, A. E., Exporter . . . . .	Aden, British, Arabia.
Messayeh, Joseph J., Exporter . . . . .	Bagdad, Turkey.
Modiano, Saul Is., Exporter . . . . .	Salonika, Greece.
Oriental Skin Co., Exprs., Khorassandji Han, Stb.	Constantinople, 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., Ltd., David, Exporters . . . . .	Bagdad, Turkey.
Schamasch, Gourgie & Co., Exporters . . . . .	Bagdad, Turkey.
Slipp, Paul E., Exporter . . . . .	Aden, British, Arabia.
Stock & Mountain, Exprs., Khorassandji Han, Stamb.,	Constantinople, 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.
Whittall, Saltiel & Co., Ltd., Exporters . . . . .	Salonika, Greece.
Wolfner, Joseph, Exporter . . . . .	Belgrade, Servia.
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.

**Sporting Goods.**

Mertzanoff-Altiparmak, C. S., Imp., Taxim, Pera . . . . .	Constantinople, Turkey.
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**Starch.**

Corn Products Refining Co., National Starch Co., Exp.,	New York, U. S. A.
Errera, Isaac G., Importer . . . . .	Salonika, Greece.
Gilchrist Walker & Co., Galata . . . . .	Constantinople, Turkey.

**Stationery.**

Economic Co-Operative Society Ltd., Importers . . . . .	Constantinople, Turkey.
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 . . . . .	Constantinople, Turkey.
Modiano Frère & 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.

**Suit Hangers.**

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

**Tanning Materials.**

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

**Tarpaulins.**

Sevastopoulo, A.D., Imp., Kutchuk Millet Han 14, Gal., Constantinople, Turkey.

**Telegraph Service.**

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

**Telephone Supplies.**

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

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

**Tents.**

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

**Tobacco.**

Adamopoulo, 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, Stb. 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, Greece.

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, Péra . . . Constantinople, Turkey.

**Tools.**

Disston & Sons, Henry, Mfrs. & Exp., 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.

**Tourist Agencies.**

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

**Turkish Delight.**

Sellar & Co., A. W., Exprs., Altiparmak Han, Stamboul Constantinople, Turkey.

**Typewriters and Supplies.**

Abramovitz, Leon P., Importer, Calea Calaraslior 41 .	Bucharest, Roumania.
Edwards & Sons, Imp., Dilsiz Zadé Han, Stamboul .	Constantinople, Turkey.
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., Ltd., 165 Queen Vict St.	London, England.
Nowill & Co., Sidney, General Agents for Turkey of the Remington Typewriter Co. of New York, Kevork Bey Han, Galata . . . . .	Constantinople, Turkey.
Remington Typewriter Co., 100 Grace Church St. . .	London, England.
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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**Valonia.**

Whittall & Co., C., Exporters . . . . .	Smyrna, Turkey.
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**Vegetables (Dried).**

Hadjopoulos, & Sperco, Inc., Impr., 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.
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**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.
Enriquez Clemente, Importer . . . . .	Bagdad, Turkey.
Metaxa, S. & E. & A., Mfrs. & Exporters . . . . .	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 El-Khedery, Exporter . . . . .	Bagdad, Turkey.
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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.
Blockey, Cree & Co., Exporters . . . . .	Bagdad, Turkey.
Chachaty Frères, Exporters . . . . .	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, Turkey.
Keun, Lavino & Co., Exporters . . . . .	Smyrna, Turkey.
Kevork Skender, K. & D., Exporters . . . . .	Bagdad, Turkey.
Klonsky, A. H., Exporter . . . . .	Hebron, Turkey.
Lynch & Co., Stephen, Exporters . . . . .	Bagdad, Turkey.
Marcopoli & Co., V., Exporters . . . . .	Aleppo, Turkey.
Manachy, Lorenzo Y., Exporter . . . . .	Aleppo, Turkey.
Manuelian & Co., H., Exporters . . . . .	Mersina, Turkey.
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Mégarbané & Fils, Habib, Exporters . . . . .	Aleppo, Turkey.
Mosseri, Albert, Exporter . . . . .	Salonika, 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, Exporters . . . . .	Salonika, Greece.
Sasoon & Co., Ltd., David, Exporters . . . . .	Bagdad, Turkey.
Schamasch, Gourgie & Co., Exporters . . . . .	Bagdad, Turkey.
Serefas, D., Exporter . . . . .	Salonika, Greece.
Stock & Mountain, Exprs., Khorassandji Han, Stamb.,	Constantinople, Turkey
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.
Warde, Naasan & Co., Exporters . . . . .	Beirut, Turkey.
Whittall & Co., J. W., Exporters . . . . .	Constantinople, Turkey.
Zélveian, M. & K. S., Exporters . . . . .	Constantinople, Turkey.

#### Woolen Goods.

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

#### Individual Members.

Aaronshon, Aaron, Agricultural Experiment Station	Haifa, Turkey.
Banning, Hubert, 140 Nassau St. . . . .	New York, U. S. A.
Bishop, Harold E., Mgr. of the St. Oil Co., for Syria	Alexandretta.
Bowen, Marcellus, American Bible Society . . . .	Constantinople, Turkey.
Brown, J. Wylie, 38, 39 Minerva Han, Galata . . .	Constantinople.

Calvert, F. R. J. . . . .	Dardanelles, Turkey.
Damon, Theron J., Journalist . . . . .	Constantinople, Turkey.
Davis, D. Alton, Sec'y, Y. M. C. A. . . . .	Constantinople, Turkey.
Doucarelis, Aristides M. . . . .	Mitylene, Greece.
Efstratiou, Apostolos, English Stores Proprietor . . . . .	Mitylene, Greece.
Heizer, Oscar S., American Consular Service . . . . .	Constantinople, Turkey
Hill, Arthur E., Mgr. Standard Oil Co. . . . .	Salonika, 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. Fuias & Co., Rue Xenophon, . . . . .	Athens, Greece.
Lapin, Aaron . . . . .	Jaffa, Turkey.
Lapin & Hurwitz . . . . .	Jaffa, Turkey.
Leavitt, Arthur H., American Embassy . . . . .	Constantinople.
Masterson, William W., American Consular Service . . . . .	Harput, Turkey.
Memminger, Lucien, American Consular Service . . . . .	Rouen, France.
Nathan, Edward I., American Consular Service . . . . .	Mersine, Turkey.
Northrup, Alfred S., American Consular Service . . . . .	Trebizond, Turkey.
Odell, Ralph, M., U. S. Commercial Agent . . . . .	Washington, D.C., U.S.A.
Peet, W. W., Treasurer, American Missions . . . . .	Constantinople, Turkey.
Ravndal, G. Bie, American Consular Service . . . . .	Constantinople, Turkey.
Richarz, C., American Consular Service . . . . .	Bagdad.
Supplee, Wm. W., 4102 Walnut St. . . . .	Philadelphia, U. S. A.
Thomas, Lucien Irving, Standard Oil Co. . . . .	Constantinople, Turkey.
Tompkins, V. D., Robert College . . . . .	Constantinople.
Walker, Archbold, Standard Oil Co. . . . .	Bourgas, Bulgaria.
Wolfe, Archibald J., 6 St. Charles Place . . . . .	Brooklyn, N. Y. U. S. A

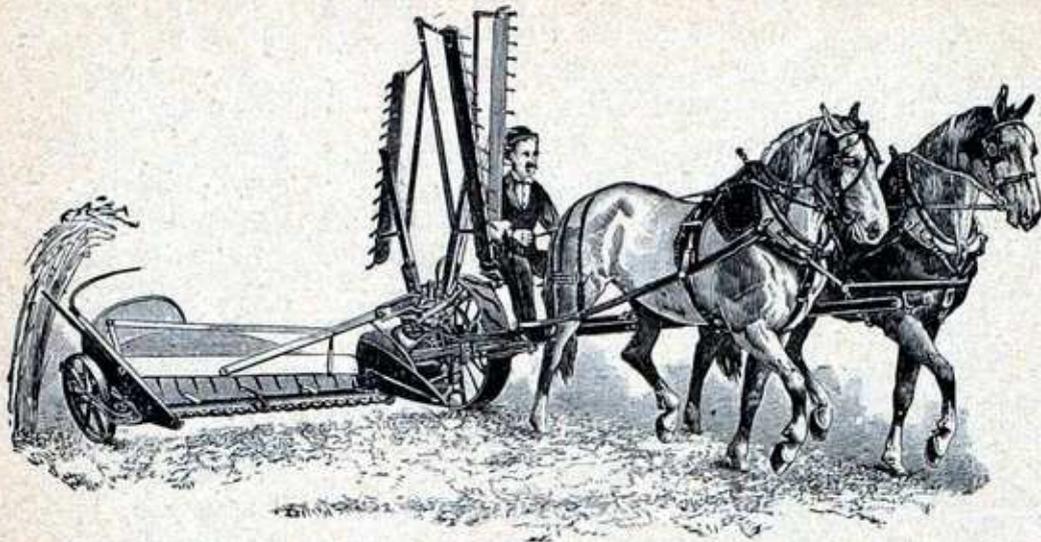
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Adalia . . . . .	1	Harput . . . . .	1
Aden . . . . .	3	Jerusalem . . . . .	21
Aleppo . . . . .	16	Konia . . . . .	1
Angora . . . . .	1	Malta . . . . .	1
Athens . . . . .	6	Mersina . . . . .	19
Bagdad . . . . .	25	Mitylene . . . . .	6
Beirut . . . . .	30	Patras . . . . .	3
Broussa . . . . .	1	Persia . . . . .	1
Bulgaria . . . . .	4	Roumania . . . . .	4
Constantinople . . . . .	113	Salonika . . . . .	49
Crete . . . . .	2	Servia . . . . .	5
Cyprus . . . . .	1	Smyrna . . . . .	39
Dardanelles . . . . .	2	Trebizond . . . . .	21
France . . . . .	1	United States of America . . . . .	123
Germany . . . . .	2	Yanina . . . . .	2
		Total . . . . .	504

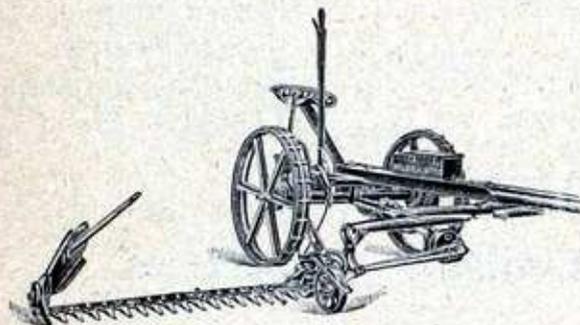


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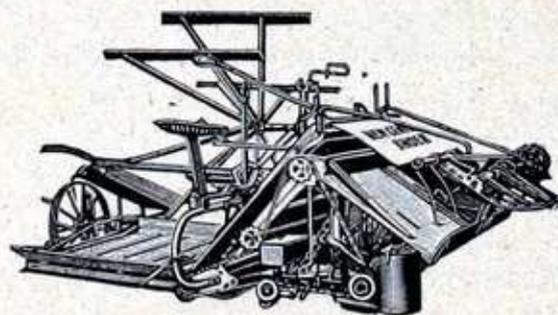
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