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# Levant Trade Review

PUBLISHED MONTHLY AT CONSTANTINOPLE BY THE  
American Chamber of Commerce for the Levant  
(INCORPORATED)

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*If ever the time arrives that existence becomes so easy that effort and courage are not required, the decline and fall of civilization will be at hand. The glory of our history has been in the display of these qualities, from the clearing of the forests, the breaking away from Old World traditions, the prosecution of our Revolution, down to the fields of France — all have been examples of effort and of courage. We may not know its source, we may attribute it to our contact with the broad plains or our elevated mountains, or ascribe it to the heritage of our forefathers; but whatever it is, it has been the mark of American achievement. They may study it in the character of Washington, in Lincoln or in Roosevelt, or in the everyday life of the great body of our citizenship, in war and in peace. It has won our wars, it has triumphed in our peace. It has made a garden spot of the wilderness and it has raised up cities from their ashes.*

CALVIN COOLIDGE





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## Linoleum in Constantinople

by Vice-Consul EDWIN A. PLITT

"The linoleum in use in Constantinople is largely of two kinds — the plain and the figured — the last mentioned being surfaced with imprinted designs or patterns. Inlaid linoleum is very little used at present on account of the high price asked for it. The bulk of linoleum now imported comes from England, but German samples have made their appearance on the market recently and it is believed that German firms will try to regain their lost trade. Inlaid linoleum is obtained from the United States as well as from England and Germany, while Switzerland is competing on plain and figured styles.

"Linoleum is used as a floor covering in 50 per cent of the better class of houses in Constantinople, according to a conservative estimate. With a population of over 1,500,000, this would mean about 100,000 houses requiring several million square yards of floor coverings. Since it is probable that with the advent of normal conditions a large amount of new construction will be undertaken, especially of apartment houses and flats, whose floors are generally of concrete, it is believed that American manufacturers of linoleum may find an opportune market in Constantinople, which might be investigated with profit.

Not only should there be a demand for floor coverings of this type for new buildings, but also for their replacement in existing structures. Immediately following the armistice American linoleums became favorably known in this market (especially "inlaid" linoleum), but with the depreciation of Turkish currency, cheaper grades from other countries

came into demand. An active sales campaign, however, might prove profitable, even with the present adverse currency exchange rate, if United States manufacturers could offer a product of better quality for the same price as linoleums sold by the other countries.

"In other lines street peddlers, as well as some shopkeepers in Constantinople, have been observed to tempt prospective customers by remarking that the goods offered are American. This is a bit of advertising psychology that might well be applied to the article under discussion, and to this end it is suggested that since linoleum is rolled with the wearing surface outside, some distinctive mark should be printed into the ends of the rolls, as well as on the reverse side, so that American linoleum could be immediately distinguished from the unmarked European brands now sold in Constantinople.

"An inexpensive but good grade of plain linoleum of a neutral tint with a canvas backing, especially suitable for contact with concrete floors, should be favorably received, especially on account of its forming a pleasing background for Oriental rugs, which are the common adornment of all Constantinople interiors. Parquet floors, being too expensive for the type of construction in vogue here, are rarely found.

"A profitable market might even be developed for floors covering substitutes that could be shipped in powdered form and then mixed and applied to concrete floor surfaces on the site.

"The introduction of linoleum rugs might also be considered as a profitable sales possibility in the investigation of Constantinople as one of tomorrow's markets for American floor coverings.



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"On account of adequate stocks on hand and a small demand caused by the disturbed political conditions, very little linoleum was imported during 1922. Previous figures are unavailable. The gradual depletion of the present stocks, however, should result in the placing of large orders during the current year.

"The duty imposed at present is at the rate of 7.5 Turkish pounds per 100 kilos gross weight, which, converted at the present rate of exchange, amounts to approximately \$2 per 100 pounds. In this connection it might be observed that all packing should be as light as possible, consistent with safety, and the gross weight of each roll in a shipment should be indicated, if separately packed, so as to avoid the averaging of weights at the customs. On account of the various thicknesses of linoleum the differences in weight will make an appreciable item in the duty charges."

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## **Business and Financial Conditions in the United States**

by FRANCIS H. SISSON  
Vice President, Guaranty Trust  
Company of New York

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While the most optimistic expectations regarding the stimulus which the autumn trade would impart to general business in the United States have not been met in September, some quickening of activity has appeared. The reductions in forward buying during the summer months contributed to the maintenance of generally conservative inventories and have necessitated new buying for the replenishment of stocks. A continuation of moderately good business in the immediate future is indicated.

The recession in average commodity prices has been arrested, and in August

and the early weeks of September advances were recorded. A significant feature of recent price movements has been the gain in the relative values of agricultural products.

There have been only moderate seasonal advances in money rates, and the credit resources of the banks are ample to meet all the requirements of autumn business without strain.

The resistance of business and finances to a succession of untoward circumstances, such as the threatening aspects of the controversies between Italy and her Balkan neighbors, and the disastrous earthquake in Japan, further attests the fundamental strength of the domestic situation.

The new contract between operators and miner brought an early termination of the recent strike in the anthracite fields. Relief from the immediate menace of another shortage of domestic fuel is exceedingly gratifying to the public, but consumers have no doubt that the increased cost of mining due to the ten per cent increase in wages will mean higher prices for the commodity. They also realize that the needed basis for assured continuity of production has not been established. The settlement is obviously a temporary compromise that leaves unsolved the most vital problems of the industry.

The demands which the public make upon the anthracite industry — an ample and dependable supply of the commodity at reasonable prices, with adequate wages and working conditions for the miners, and fair profits for operators and distributors — are easily stated. There, agreement ends. Judgments differ, of course, as to what constitute equitable wages, profits and prices. But it does not follow that recurrent strikes and temporary truces must be continuing features of any working basis in the industry. Rather, there is needed a condition which



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would further encourage miners, as well as operators, to accept the arbitration of an impartial tribunal when, through direct negotiations, their representatives fail to reach an agreement.

The high price of coal has a direct bearing upon the possible permanence of the recent settlement, in so far as the terms of the agreement may necessitate further advances in the prices of domestic fuel. It emphasises also the need for every possible economy in the production and distribution of the commodity. Still higher prices must follow the new increases in wages of the miners, unless the growth in costs can be offset by new economies or by reductions in transportation charges or in profits.

The Coal Commission appointed by President Harding after the last great strike to study the whole situation and make recommendations has emphasized the fact that in the anthracite industry there is need for some form of public control or regulation which has not yet been undertaken. But government regulation is not a cure-all. It does not offer an unfailing protection against the unwarranted action of one or another party to industrial controversies. Both directly and indirectly, however, proper regulation may prevent abuses of power and minimize the occasions for friction between employers and employees. The greatest benefit which could be accomplished by regulatory legislation in this field would be the provision for adequate publicity concerning investments, profits wages (especially in relation to cost of living), etc.

The country's total household consumption of coal is fairly evenly divided between anthracite and bituminous. If prices become excessive, a decided decrease in the consumption of anthracite and a larger resort to substitutes will become inevitable. A

more general substitution of other fuels for anthracite would go far toward confining hard coal prices within reasonable limits.

The securities market of September has been disappointing for those who expected a general advance of prices with the close of the vacation season. Not only have stock prices moved irregularly lower but bond prices have softened in instances. The important declines in bonds, however, have been confined generally to those issues which are influenced by special circumstances affecting certain industries or particular companies.

The fundamental factors in the market, however, remain the same as during the last few months, and prices of bonds which are responsive primarily to movements of money rates have fluctuated relatively little. In spite of a moderate advance in commercial money rates, this being the period of the year when purely seasonal requirements for banking accommodation are heaviest, many well secured bonds are selling to yield six per cent or better, a yield that has seldom been obtainable in the past.

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### **New Volume on Turkey**

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An interesting volume of 220 pages, of compact information on the natural and economic riches of Asia Minor and the other Asiatic portions of the former Ottoman Empire, has just been published in French by the Grande Librairie Mondiale of Constantinople. The volume, entitled "*Les Richesses Naturelles et Economiques de l'Asie Mineure*", is the work of Arshak Solakian, instructor in the Engineering School of Robert College. It is, as indicated in a sub-title, a little encyclopaedia, and contains a mass of valuable information on the resources of the former Ottoman Empire, and their exploitation at the outbreak of the World War.



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The volume is divided into five sections as follows: General Considerations, Mines, Water Resources, Roads, Railroads. The author in his preface modestly admits incompleteness in the work and his indebtedness to numerous sources for the information which he has compiled.

The volume can be recommended as an indispensable compilation for all persons interested in the Asiatic territories of the recent Ottoman Empire. It should be mentioned that Constantinople is also included in the volume and that not the least of its interesting pages refer to the water supply of the former capital, with valuable data on the aqueducts and cisterns which date back to Byzantine times.

The volume is on sale by the various book shops in Constantinople and at Robert College. The price is 250 piasters or 50 francs.

### **Haifa or Jaffa?**

This is not a controversy in pronunciation, like that raised by the woman who, at the end of an over-rapid visit in Europe, asked in her bewilderment "Is it Rhine or Rhone? I've heard it pronounced both."

With the placing of Palestine under the British mandate it was a foregone conclusion that the country must be soon provided with an adequate harbor. In July 1920, the High Commissioner announced that the building of a harbor in Haifa was under consideration. The rival port of Jaffa has, however, put forth its claims with considerable insistence. Apart from Jaffa and Haifa, there are no serious candidates.

Between Jaffa and Haifa the rivalry has been growing ever since 1904, when the first section of the branch line connecting Haifa with the Hedjaz Railway was opened to traffic. Haifa thereafter began to capture the trade of northern Palestine, and it was doing

a growing entrepot trade with inner Syria. Since the war, Jaffa has been ahead, but Haifa is running it close.

Both ports are at present roadsteads rather than harbors in the proper sense of the term, and in both cases facilities for the loading, discharging, and storage of goods are lamentably inadequate.

At Jaffa ships of any size have to anchor in the open roadstead, nearly a mile outside the port, cargoes being handled by lighters. In bad weather communication with the shore is often impossible, and in severe winters Jaffa has been known to be unapproachable by sea for weeks at a time. Haifa is, on the whole, the lesser of two evils. Besides being more sheltered, it is fortunate in having a railway running almost down to the quay.

As for the future, the possibilities of Haifa appear to be much greater than those of its rival. Jaffa has none of the makings of a harbor and the building of a tolerable port would probably prove a laborious and expensive operation. On the other hand, Haifa is a natural harbor of the first magnitude and is, in its natural endowments, without a serious rival between Alexandria and Alexandretta. It has also much better railway connections than Jaffa. It is already the terminus of railways converging upon it from the south and east and linking it, not only with Egypt, Syria, and Arabia, but also, via Damascus and Aleppo, with the Baghdad Railway and the vast area it serves.

It is urged, however, that Jaffa is the natural port of Jerusalem, by far the largest city in Palestine, as well as of the fertile Plain of Sharon. The consensus of opinion seems to be, however, that one fully-equipped harbor is the utmost that Palestine can at present afford or will require for many years to come, and that Haifa should be preferred.



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## The Challenge to Oriental Rugs.

by ARTHUR U. DILLEY

Eight years ago there was published in the United States a book on interior decoration that contained the following comment on Oriental rugs:

"Rugs are probably more often badly related in value than any other one article used in furnishing a house. The epidemic of Oriental rugs has been so severe in the last 25 years that the name and cost has become synonymous with the idea 'effective floor coverings'. The floor is covered for comfort and to make it more beautiful by softening the wood appearance and by adding texture. Oriental rugs were not, for the most part, produced in response to this need. Various forms of decorative motives have been created, some for their religious significance, some as family symbols, and others out of totally unrelated art expressions. They have been woven in rug forms much as the Gothics spirit expressed itself in tapestries, the Renaissance in carved wood and chiselled stone, or New England Colonial architecture in bricks and white marble. The unrelated and confusing medallion and shapes of that sort must be so closely related in value that they are not only inconspicuous but almost eliminated before the rug has any of the qualities necessary for harmonizing it with the floor or with the structural characteristics of the furniture to be placed on it. This is particularly evident where patterns appear on backgrounds of white, light yellow, and other strong values that make the pattern more important than the structural edge of the rug upon the floor. These distracting shapes are often the reason for the unrestful, undignified and inartistic impression one has on entering even the most

luxurious modern homes. Since the floor is a background, since chairs must be seen upon it, as well as people, and since it is unimportant as a showplace when compared with the walls, it must be as inconspicuous as they are in value relations. The rule might be applied to every article in the room."

This comment begins with the word 'epidemic,' a term commonly associated with diseases that permit of no compromise. It ends with the words 'unrestful, undignified and inartistic,' three words that, piled one upon the other, leave nothing further to be said in the way of condemnation. As the promulgator of this edict against Oriental rugs was the foremost teacher of interior decoration in this country, and a public lecturer as well as a writer, his judgment was accepted as final by a large proportion of the membership of his profession, and by many a 'rich man, poor man, beggar man, chief.' From coast to coast were echoed the words 'unrestful, undignified, inartistic.'

During the past year an art lecturer of national reputation voiced this same condemnation of Oriental rugs before audiences throughout the Middle West. As a result many potential buyers were deflected to solid color floor coverings, and many owners were made to believe their rugs unworthy of further regard and association. A director of an important department store confirms this trend of public opinion by asserting that his Oriental Rug department has receded for five years, whereas his sales of plain, machine-made rugs have increased by leaps and bounds.

If truth were on the side of the detractors of Oriental Rugs, silence would be golden. But the truth is that for over 300 years the Orient furnished the floor coverings for the



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finest homes in Europe,— and these rugs were almost entirely new rugs. The truth is that the greatest painters of Europe expressed their unbounded admiration of the art by continually painting Oriental rugs into their canvases. The truth is that people of note in Europe collected Oriental rugs as here in America they collect paintings. The truth is that it is only the lack of knowledge of Oriental rugs in America that makes it possible to induce the public to believe that a machine-made nonentity of floor covering is to be preferred to a work of art.

Last November there was published in one of our foremost art magazines an attack on Oriental rugs of a totally different but equally insidious character, as the following quotation will show :

"The manner in which the traffic in Oriental rugs has sometimes been carried on has reflected unfortunately on the art itself. When rugs were first brought to this country we were dependent for our information almost wholly on Oriental dealers. Their knowledge was sometimes first hand and their taste often excellent, but many have learned all they knew about rugs in this country and their information was frequently scant and disorderly.

"What they did not know their fertile imaginations supplied. Some American dealers and auctioneers joined the campaign of romantic mendacity and together they managed to set afloat a curious assortment of grotesque fables, some of which, like the yarn about the sheep with the green wool that never faded, were deliciously quaint. The incorrigible sentimentalists, whose name is still legion, accepted everything, particularly if spiced with any flavor of mystery. The various tales were repeated with interest until there was

quite a body of romantic myths that successfully rivalled the real merits of the rugs themselves.

"In addition to this, certain ingenious and audacious deviltries that would have astonished Ali Baba and his 40 amateur thieves were of such common occurrence in the rug business that only the exceeding merits of the rugs themselves saved them from permanent disrepute. Misinformation, guess-work, sentimentality and fraud make a sorry basis for the understanding of any art. The ruination of Oriental rug weaving as a fine art was finally accomplished when Western commercial methods completed that artistic devastation of the nearer Orient which had been begun by poverty, misrule, economic disorganization and depressed national spirit. In consequence the Western world has been deluged in the last 25 years with shoddy, coarse, degenerate rugs which are the only rugs that thousands have ever seen and which create a powerful but silent presumption against any artistic pretention that rugs in general might entertain."

This statement is as fine an example as could be found in the whole field of writing of the proverbial molehill magnified to the size of a mountain, or of the acorn that was made to take on the appearance of a forest of oaks. Yet the public, deferring to what it supposes to be authoritative opinion, accepts these exaggerations as more truth than fiction, and acts accordingly.

Is it not time that the men whose business is Oriental rugs and whose inheritance an ancient art, assert the high spirit of the merchandise in which they deal, and defend the cause?



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## Wools Used in Persian Rugs.

by Consul BERNARD GOTLIEB,  
Teheran.

The wool utilized in Persian rug making comes principally from the districts of Kermanshah, Khorassan, and Kerman. The last-named district, which produces some of the very finest and most artistic rugs, utilizes practically the entire Kerman clip for its own needs. The Kermanshah and the Khorassan wools enter into practically all Persian rugs intended for American consumption.

Until a few years ago the Kermanshah production was quite sufficient for the needs of the Sultanabad (Aragh) and Hamadan districts, which are by far the largest rug-producing centers in Persia. The devastation caused by the war, however, together with the effect of the 1917 famine and the recent fatal epidemic, which reduced Persian flocks by something over 40 per cent, served to diminish the Kermanshah production considerably. In consequence the rug-producing companies in these districts have found it necessary to contract for their Kermanshah wool a year in advance in order to obtain reasonable rate. Otherwise they are obliged to pay from 39 to 52 cents a pound for stock that could be purchased at half this price before the war. As a result, Khorassan wool, which can be bought at from 27 to 35 cents a pound, is being used in both the Sultanabad and Hamadan districts to an ever increasing extent. Rugs made of this wool are neither so soft nor so durable as those made of Kermanshah wool.

It is reported that a number of Kerman weavers, (by far the most expert in Persia) are emigrating to India where, they contemplate making rugs based on Persian designs.

Certain varieties of Indian wool are said to be quite acceptable for this industry.

## Les Etudiants Etrangers aux Etats-Unis

Grâce partiellement à leur grand nombre, les étudiants sont un facteur important dans le développement de la vie sociale et industrielle de leur pays auquel ils reviennent après leur séjour à l'étranger, et aident également les habitants du pays où ils ont fini leur études à comprendre leur pays natal. En rendant ainsi le point de vue national plus large, les acheteurs de chaque pays respectif acquièrent une plus grande confiance dans les industries d'autres nations, les vendeurs deviennent plus au courant des marchés d'outre-mer et les relations commerciales entre importateurs et exportateurs sont d'une façon générale facilitées. Les Etats-Unis ont une large part de ces échanges. Chaque année des centaines d'étudiants américains s'en vont à l'étranger finir leurs études dans les universités étrangères et chaque année des milliers d'étudiants arrivent aux Etats-Unis venant d'autres parties du monde.

On compte actuellement plus de 10.000 étudiants étrangers qui étudient dans les écoles et collèges des Etats-Unis. Il y a de 1.200 à 1.500 femmes de diverses nationalités et parmi les hommes environ 2.500 provenant de l'Amérique Latine, 2.000 Chinois, 2.000 Philippins, 1.000 Japonais, 500 Russes, 300 provenant des Indes Britanniques, 150 Koréens, 100 Siamois et 450 Européens, Africains du Sud et autres. Une étude plus détaillée basée d'après les résultats d'un questionnaire envoyé par l'Institut d'Education internationale indiqua un nombre total de 6.488 étudiants étrangers venant de 115 pays différents disséminés dans 345 institutions, pendant l'année scolaire



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1921-1922. Si ces chiffres étaient corrects, ils donneraient indiscutablement un total bien au-delà de 10.000. Douze pays avaient plus de 100 étudiants chacun, comme on peut le voir d'après ces chiffres : Chine 1.240, Philippines 594, Japon 532, Canada 516, Russie 350, Mexique 244, Porto-Rico 195, Indes 180, Afrique du Sud 146, Cuba 145, Angleterre 138, France 127. Toutes les divisions politiques de l'Amérique du Sud étaient représentées, à l'exception de la Guyane Hollandaise.

On estime à environ 15 pour cent le nombre d'étudiants entretenus par leur gouvernement, parmi lesquels 400 Chinois, 150 Japonais, 150 Philippinos et 80 Siamois.

Ces étudiants qui viennent des pays les plus divers se disséminent dans les divers états de l'Union et étudient dans au moins 345 institutions différentes. Environ 80 pour cent sont dans des collèges, universités ou écoles professionnelles ou techniques. Bien qu'un bon nombre d'entre eux ait profité des avantages des petites institutions scolaires, un grand nombre a également été attiré par les autres facilités qu'offrent les institutions plus importantes. Pendant l'année 1921-1922, on comptait dans New York seulement plus de 1.500 étudiants étrangers dans 60 collèges ou écoles professionnelles et plus de 600 étudiants étaient groupés à ou près de Chicago; on comptait presque le même nombre à Philadelphie et à Boston.

Les raisons qui poussent ces étudiants vers les Etats-Unis sont nombreuses et il serait difficile de les indiquer en détail d'une manière précise. Récemment le Consul Perse aux Etats-Unis envoya une communication au *Bureau of Education* (Ministère de l'Instruction) en demandant des renseignements au sujet des bourses et d'autres chances que pourraient trouver les jeunes gens perses en Amérique "pour entraînement professionnel ou autre susceptible de les rendre plus propres

au service en Perse." Il semble que l'opinion générale est que, tout au moins en ce qui concerne les sciences appliquées, ce pays est capable de faire beaucoup pour les jeunes gens provenant d'un autre pays dont le développement s'est effectué dans d'autres directions. Les pays orientaux possèdent une philosophie, une littérature et des arts qui n'ont pas encore été suffisamment étudiés et appréciés en Occident; d'autre part l'Occident a de beaucoup dépassé l'Orient en ce qui concerne le développement industriel et commercial. Les investigations poursuivies par l'Institut d'Education International que nous avons mentionné plus haut indiquent sur les 6.188 étudiants recensés, 1.948 étaient inscrits dans les collèges où se pratiquent les arts libéraux ou suivaient le cours de collège ordinaire, les quatre années de collège américain répondant plus ou moins exactement aux deux dernières années d'école secondaire et aux deux premières années d'université en Europe. Vient ensuite, par ordre d'importance: le groupe des écoles d'ingénieurs qui comprend 1.179 étudiants, celui des écoles commerciales qui comprend 445 étudiants, celui des écoles agricoles qui comprend 337 étudiants, celui des écoles de médecine qui compte le même nombre, celui des écoles dentaires qui compte 245 étudiants, celui des écoles de théologie qui compte 218 étudiants, celui des normaux qui suivent des cours spéciaux sur l'éducation et qui compte 186 étudiants et celui des étudiants en chimie qui sont au nombre de 168. Ainsi donc, les Etats-Unis contribuent au développement industriel et commercial de diverses nations étrangères et principalement de l'Asie et de l'Amérique du Sud, non seulement par ses exportations de machinerie mais aussi en préparant les futurs ingénieurs de ces pays. Dans bien des cas, et tout particulièrement en ce qui concerne les Chinois, certains fabricants se sont efforcés de coopérer avec les étudiants étrangers pour leur



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bénéfice mutuel en embauchant ces étudiants dans leurs usines pour une courte période; les étudiants obtiennent ainsi une expérience pratique appréciable et les fabricants s'assurent des amis futurs pour leurs marchés d'outre-mer.

On a fait beaucoup aux Etats-Unis pour rendre le séjour des étudiants visiteurs aussi confortable que possible; parmi les principales organisations qui se dévouent à cette tâche nous pourrions mentionner *The Institute of International Education*, *The Committee on Friendly Relations among Foreign Students* et les divers clubs cosmopolites tels que *The Intercollegiate Cosmopolitan Club* de New York. En outre, les étudiants eux-mêmes ont formés des associations ayant pour but de défendre leurs intérêts respectifs; on a par exemple: l'Alliance des Etudiants Chinois. Les Etudiants de l'Amérique Latine, Association Chrétienne, et autres associations. L'institut International d'Education qui fut fondé en 1919 a pour but principal de stimuler le courant d'éducation internationale dans toutes les directions. Un de ses bulletins porte comme titre "Guide de l'étudiant étranger aux Etats-Unis," et d'autres indiquent les facilités offertes par les autres pays dans le domaine de l'éducation. Le *Bureau of Education* des Etats-Unis a également publié un bulletin décrivant les "Opportunités offertes aux étudiants étrangers dans les collèges et universités des Etats-Unis."

Parmi les grandes universités il y a des clubs cosmopolites qui réunissent ensemble sur le terrain social les étudiants de divers pays étrangers. La plus importante de ces organisations est *The Intercollegiate Cosmopolitan Club* de New-York qui existe depuis déjà 13 ans et qui comptait en 1921-1922 un nombre de 723 étudiants payant régulièrement leur cotisation; ces étudiants provenaient de 68 pays différents et étudiaient dans 55 collèges et écoles professionnelles. Les activités de ce club

ressemblent à celles de l'organisation mentionnée plus haut et tendent principalement à mettre l'étudiant étranger au courant de la vie américaine, tout en lui donnant une opportunité de se réunir et de donner libre cours à leur talent national en donnant une soirée musicale ou artistique.

Au mois de septembre 1923 *The International House*, pour laquelle un don de \$1.000.000 a été effectué sera terminée; cette maison d'habitation pourra loger 500 étudiants et comprendra des salles de réunions, gymnasiums, etc., pour le bénéfice des étudiants étrangers à New York.

Nous n'avons mentionné que quelques exemples des efforts faits en vue d'aider l'étudiant étranger qui vient finir ses études aux Etats-Unis. D'autres organisations bien que n'étant pas fondées dans ce but participent également de temps à autre à cette tâche. Ainsi la Chambre de Commerce de Philadelphie a donné régulièrement au cours des dernières années un Banquet annuel à 400 ou 500 étudiants étrangers; la Chambre de Commerce de Boston fit de même. Grâce à cette coopération, les étudiants étrangers peuvent se familiariser avec les méthodes ultra-modernes du commerce et de l'industrie américaine et sont mieux à même une fois de retour dans leur pays de faciliter les relations commerciales internationales.

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## World Motor Transport Congress

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The first International Motor Transport Congress ever held in the United States, which will be attended by automotive representatives from all corners of the globe, is to be convened in Detroit, May, 1924.

Its purpose is to provide a better understanding of the economic factors underlying motor transportation in every part of the world. The Congress is under the auspices of the



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The Congress is to last four days during which time subjects of direct bearing on the economic development of international motor transport will be discussed by prominent executives, who besides holding important positions in automobile companies, are also active on N. A. C. C. Committees that study automotive problems pertaining to taxation, highways, insurance, distribution, servicing, operation, financing and other co-operative activities.

Actual automotive conditions in specific countries will also receive attention. Speakers to be chosen from among the delegates will be asked to review the automotive situation in their respective continents and to touch on problems with which they are confronted and in solution of which the manufacturers and delegates from other countries also are interested.

The industry believes that this practical exchange of experiences by official and automotive representatives from all countries, will tend to create a better understanding of the part contributed by the motor vehicle to the economic development of nations and to help in solving urgent transportation problems which are pressing in many countries.

Initial preparations for the Congress are being made by the Foreign Trade Committee of the National Automobile Chamber of Commerce, comprising H. M. Robins (Dodge), Jay P.

Rathbun (White), H. B. Phipps (Hudson), J. D. Mooney (General Motors), Howard S. Welch (Studebaker) and G. F. Bauer, Secretary.

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## TEA

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Tea was first used as a beverage in China and the development of the Chinese tea industry dates back to the early years of the Christian era. From China the tea-drinking habit soon spread to Japan and later to Formosa, and the industry was permanently established in those islands. Although the Dutch first introduced tea into Europe, regular trade in tea was not established until the East Indian Company brought samples to London in the latter part of the seventeenth century. Before the construction of the Trans-Siberian Railway and the opening of the Suez Canal, tea was brought to the consumer by long and circuitous routes. A study of the early days of the tea trade calls forth pictures of long caravans, making the laborious journey from China across Mongolia and Siberia to the principal markets of Russia, and of fast sailing vessels racing around the Cape of Good Hope, each captain trying to get into London and dispose of his stock of tea at high prices before the cargoes of the other ships were thrown upon the market. In the United Kingdom tea was regarded as an expensive luxury until about the middle of the nineteenth century, when the monopoly held by the East Indian Company came to an end, and cultivation of tea began in India and, a few years later, in Ceylon. These several factors combined to reduce the price of tea, and greatly to increase its consumption.

An attempt to grow tea in Java was made by the Dutch even before the industry was begun in India, but



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met with indifferent success, due in part to the fact that the plant cultivated was of the Chinese variety and not suited to conditions in Java, and in part to the employment of rather primitive methods, also adopted from the Chinese. Later fine Assam seed was imported from India and methods improved, with the result that the tea produced attained an excellent quality and the industry developed with great rapidity.

The plant cultivated in China has a small leaf, and this variety also prevails in Japan and Formosa. The plant generally cultivated in India and Ceylon, and in recent years in the Dutch East Indies, is a hybrid between the Chinese shrub and the large leaf Assam variety, indigenous in the wild hilly country which separates India and Burma from China.

Teas may be divided into two general classes, namely, black tea and green tea. The difference in character between the two is not caused by any difference in the quality of the leaves as plucked, but by different methods of preparation. It is true, however, that teas produced in some localities lend themselves better to the manufacture of green than of black tea.

In the British and Dutch East Indies the manufacture of black tea consists of five general processes; withering, rolling, fermenting, firing and sorting. Fermentation is the chemical action which takes place when, after the rolling process, the leaves are spread out in layers and allowed to stand in a cool house for a period of from two to three hours before being subjected to heat. In preparing green teas the fermentation process is omitted. Green teas constitute practically the entire Japanese export and a large part of the tea exported from China. In fact, China and Japan together produce nearly

the entire world supply of green tea. India, Ceylon and Java produce mainly black tea. Tea known as Oolong, coming principally from Formosa, is semi-fermented, but in the United States is usually classed as black tea.

In China, tea growing is to a very large extent a home industry. Tea is raised on small patches of ground around the homestead of peasant proprietor, is plucked and partially cured by members of the producer's family. The tea is then sold to a middleman who subjects it to a firing process before disposing of it at one of the big centers where the preparation of the tea is completed. Quite generally rolling as well as some of the other processes is done by hand. In Japan, also, hand methods still are employed to a certain extent. In India and Ceylon tea is grown on large plantations and the plantation system is increasing in Java. Either each plantation has a factory of its own, where the tea is prepared for market, or several plantations combine in the use of a single factory. Except for gathering the leaves, the preparation of the tea for market is done entirely by machinery. Methods of cultivation are also more advanced than those employed in China and Japan.

In the past few years Japan has been using some machinery in the preparation of tea. Because of high labor costs, Japan has gone a step further in the use of mechanical appliances than have other tea-producing countries and is employing machinery in plucking the tea leaves from the bush. This serves to lower the quality of the tea, as the machine breaks the leaf and injures its appearance.

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## Salonika Free Zone

After many months of deliberation the Convention granting a free zone at Salonika to Yugo-Slavia was signed on October 6th at Athens.

In virtue of this agreement Greece cedes to the Kingdom of the Serbs, Croats and Slovenes about six acres of territory for a period of fifty years. The territory will always form part of the Greek Kingdom and remain under Greek sovereignty, but will be considered a Yugo-Slav Customs region and will be administered by Yugo-Slav officials. The Convention will come into force fifteen days after ratification by both countries.

The Yugo-Slav Minister thanked M. Alexandris, the Greek Minister for Foreign Affairs, for his efforts in settling the matter, which means so much for Yugo-Slav commerce.

## U. S. Custom House Guide

The *American Chamber of Commerce for the Levant* has just received a copy of the latest "Custom House Guide and United States Customs Tariff". The volume contains over 1500 pages—a compendium of information of value to everyone interested in American warehousing, exporting, importing, shipping, banking, forwarding, insurance, brokerage, etc.

The present Custom House Guide is the result of 61 years of growth. It first appeared in 1862. The current copy is on the desk of all the principal officials of the United States and of thousands of representatives of business houses throughout the world. To give an idea of its wide range of information would overstep the limits of this notice. The new United States tariff is given in full and recapitulated in accurate alphabetical order for every possible article. The tariff sec-

tion alone compromises nearly 400 pages.

The price of the volume is \$5, postage prepaid, to any part of the world. It is published by the Custom House Guide, Brokers' Room, Custom House, New York City.

## Bulgarian Money Orders

For the first time since the outbreak of the World War international money order exchange was opened on Oct. 1, between the United States and Bulgaria. This was the result of a convention recently signed by Postmaster General New. Under the convention, money orders for Bulgaria will be limited to \$25 and the exchange will be made direct with that country instead of through Italy, which acted as an intermediary in such exchanges prior to the war.

The \$25 limitation was made upon

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the insistence of Bulgaria, where, owing to the large number of very small offices, difficulty was anticipated in maintaining sufficient funds to cash orders.

### Declared Exports from Constantinople to the United States For August and September 1923

	August	September
Books	—	\$ 1,135
Bazaar goods	\$ 2,404	20,859
Bones	2,143	—
Carpets and Rugs	98,197	90,207
Caviar	2,884	—
Cigarette Paper	784	—
Canary Seed	—	1,468
Cymbals	—	541
Filberts (Shelled)	—	19,840
Furs	30,002	32,769
Gluestock	—	920
Gramophone Records	1,092	257
Gum Tragacanth	413	828
Hide Cuttings	—	1,881
Licoris Root	—	—
(from Batum)	49,105	38,725
Manganese Ore	—	—
(from Batum)	314,624	290,607
Meerschaum	—	—
(from Rostoff)	—	9,713
Mohair	23,503	26,151
Opium	—	17,000
Peroxide	—	25,050
Personal Effects	8,398	2,593
Precious Stones	11,356	8,063
Potash	—	—
(from Batum)	83,864	—
Provisions	3,626	—
Rags	—	700
Sheeps Casings	55,200	59,533
Skins	9,544	11,961
Slippers	52,428	19,111
Sundries	—	979
Valonea	7,343	7,033
Wax	906	780
Wool	1,484	—
Total	\$ 760,300	\$ 688,714

### Constantinople Nominal Closing Rates for Cheques on New York September, 1923.

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September	Cents to the Turkish Pound		Plastres to the Dollar
1	0.56 $\frac{1}{4}$		177 $\frac{3}{4}$
2	0.—	Sunday	
3	0.57 $\frac{1}{4}$		174 $\frac{1}{2}$
4	0.57		175 $\frac{1}{2}$
5	0.—	Holiday	
6	0.57		175 $\frac{1}{2}$
7	0.—	Friday	
8	0.58		172 $\frac{1}{4}$
9	0.—	Sunday	
10	0.60 $\frac{1}{2}$		165 $\frac{1}{4}$
11	0.60 $\frac{1}{2}$		165 $\frac{1}{4}$
12	0.60 $\frac{1}{2}$		165 $\frac{1}{2}$
13	0.59 $\frac{1}{2}$		168 $\frac{1}{4}$
14	0.—	Friday	
15	0.57 $\frac{1}{2}$		173 $\frac{3}{4}$
16	0.—	Sunday	
17	0.57 $\frac{1}{2}$		173 $\frac{3}{4}$
18	0.58		172 $\frac{1}{4}$
19	0.57 $\frac{3}{4}$		173 $\frac{1}{4}$
20	0.—	Holiday	
21	0.—	Friday	
22	0.59 —		169 $\frac{1}{2}$
23	0.—	Sunday	
24	0.59 $\frac{1}{2}$		168 $\frac{1}{4}$
25	0.59 $\frac{1}{4}$		168 $\frac{3}{4}$
26	0.59 $\frac{1}{2}$		166 $\frac{1}{4}$
27	0.59 $\frac{1}{2}$		168 $\frac{1}{4}$
28	0.—	Friday	
29	0.59 $\frac{1}{4}$		168 $\frac{3}{4}$
30	0.—	Sunday	

Average Rate for the Month :

\$ 0.58.60 to the Turkish Pound, or  
170.50 Piasters to the Dollar.

### Foreign Post Offices in Turkey

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The Austrians at the beginning of the last century, established direct postal communication overland between Constantinople & Vienna, carrying official correspondence by riders across the Balkan peninsula. This eventually developed into a regular postal service, taking mails for the various places en



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«LIGHTING»

Oleo Oil No 3

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route. The agencies of the Austrian Lloyd Navigation Co., accepted and distributed letters wherever their steamers touched Turkish ports. The Austrian stamps came then into Levant use.

The precedent of the Austrian service was successively followed by the French, British, Germans, Russians and Italians, who opened similar offices, using their respective stamps. It was not till 1884, that the foreign offices surcharged their stamps with Turkish equivalents in order to suppress petty speculation in the different foreign exchanges. Some of the countries, as every philatelist knows, made special Levant issues. In 1876 the Turkish Government brought out from England a high postal official, the late Mr Frank Ives Scudumore, to organize the International post office, as it was then called. A special set of stamps were issued, when for the first time French characters appeared on the stamps besides the Turkish. In this way it was hoped to bring about the closing of the foreign posts, which has only now been accomplished by the last Peace Treaty.

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## PERSONALIA

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Orville T. Beadle of the Export Department of the Miller Rubber Company, Akron, Ohio, is visiting the Near East and recently investigated Constantinople as a market.

P. N. Mac Donald and J. M. Mercer of the Cairo Office of the Vacuum Oil Company are making a tour of the Near East and have spent some days in Constantinople.

---

G. H. Huntington of Robert College, member of the Board of Directors of the *American Chamber of Commerce for the Levant*, has returned from a year's absence, during which he made a tour of the world.

---

Frank C. King of the Stromberg-Carlson Telephone Manufacturing Company, Rochester, New York, is again in Constantinople for a prolonged stay.

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S. Rosenblum, special financial correspondent of the Chicago *Daily Journal* and other newspapers, has recently visited Constantinople.

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Max Manischewitz, special representative of *The Enquirer*, Cincinnati, Ohio, has visited Constantinople in the interests of his newspaper and of several Cincinnati business houses.

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Walter C. Becker, representing Albert Herskovits & Son, 44-50 West 28th street, New York City, has arrived in Constantinople en route for the Caucasus. Andrew Blattner of Constantinople will accompany him.

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## TRADE DISPUTES

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The American Consulate General at Constantinople takes pleasure in announcing that all commercial houses within its territory which have outstanding unpaid claims against exporters or importers in the United States are invited to communicate to that effect with the Consulate General, which may be able to render valuable assistance in arranging for an equitable solution of such trade disputes without recourse to legal action.



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Codes Used: Scotts 9th & 10th ed. A B C 5th ed. — Watkins 16th ed. — Bentleys



**MARKET REPORT of the IONIAN BANK LIMITED,**  
**Constantinople Branch,**  
**for September, 1923**

**I. IMPORTS**

**1) Flour and Wheat :**

Imports during the period September 1st to 30th, 1923

From	Anatolia	Thrace	Bulgaria	N. America	Russia	Marseilles	Italy
a) Flour	—	—	—	1,026 tons	—	346 tons	6 tons
b) Wheat	75 tons	99 tons	3,619 tons	6,266 tons	2,200 tons	—	—

**Present prices per Oke in Bulk : duty paid (ptrs.  $1\frac{1}{4}$ ) :**

<i>Wheat</i> from Thrace	Ptrs.	—
» Bulgaria	»	12 -12½
» Argentina	»	—
» Manitoba	»	13¼-13½

**Locally Milled Flour :**

From American wheat L.T. 10.20 the sack of 72 kgs.

» Bulgarian » » 9.— » » » »

**American Flour :**

Patent : Soft Winter « Harisco » L.T. 10.30 the sack of 63½ kgs.

Hard Spring « Condor » » 10.20 » » » »

**2) Sugar :**

During the month of September sugar has had a steady advance caused by large purchases in America by refiners and the demand from India, the Mediterranean and Baltic Ports for Java. An unexpected purchase of 15,000 tons Java was made by countries bordering Northern Russia.

The Cuban crop was completed during the month with a total of 3,603,000 against last year's total of 3,996,400.

The local market in Constantinople at the beginning of the month was £25-10-0 per ton for Java whites in bonded stores, and at the end of the month it has advanced to £28 per ton. Notwithstanding this rise and the strong statistical position for the present, business has been very moderate.

**Local Market quotations were :**

Java Whites (in Bonded Stores)	£ 28.
Dutch Cubes » »	£ 32-10-0 to £ 34.
Dutch Coarse (Granulated Stores)	£ 33-10-0 to £ 35.

**Quotations for future deliveries :**

Java Whites from Alexandria, shipment November	£ 27-10-0 c.i.f.
Czecho-Slovakian Granulated, Nov./December	£ 27-10-0 »
» » Cube » »	£ 30-10-0 »
» » Cube Jan./March 1924	£ 31-10-0 »

**Stocks.** The Stock is very limited, being estimated at 1,3 0 tons all told



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**EXPORTERS of:** Greek & Turkish Tobacco, Opium, Wool, Mohair, Gum Tragacanth, Valonea, Minerals, Dried Fruits, Currants, Olives, Olive Oil.

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**OLEO OIL:** "Calumet", "Hesper".

**MUTTON OIL:** "Amazon".

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**3) Alcohol :**

Local market price Piastres 105 per oke duty paid.

Prices in country of origin :

Extra refined (Cuba and Holland) \$10 per 100 kilos net c.i.f. Constantinople  
(barrels free).

Available stock — about 1,000 drums.

<b>Arrivals in September :</b>	From Cuba	500 drums
	» Holland	300 »
	» Czecho-Slovakia (Trieste)	260 »
		<hr/> 1,060 drums <hr/>

**Note.**—Market calm, pending a decision as to the new law under consideration by the National Assembly.

**4) Coffee**

Local market prices :

Rio 3/2.1 - Piastres 93/105 per oke duty paid.

Prices in country of origin :

Rio No. 1	59/60	shillings per cwt c.i.f. Constantinople.
Rio No. 2	58/6	» » » »
Rio No. 3	56/-	» » » »
Santos Prime	67/-	» » » »
Santos Superior	65/-	» » » »
Santos Good	63/-	» » » »

**Stock.** Very small, say from 1,300 to 1,500 sacks.

Market tendency firm.

**5) Sheetings**

Current prices of Sheetings sold on the market at the rate of 775 piasters to the Lstg. :

Cabot	A 36 width:	—	L.T. 12 the piece of 40 yds.
Sheetings CCC » »	(3 yds 1 lb.)	» 12	» »
» CCC » »	(4 » 1 » )	» 11.20	» »
» CCC 17 Stars	(3 » 1 » )	» 11.90	» »
» Japanese C 36	(40 » 13 » )	» 9.80	» »
» » »	(40 » 14 » )	» 10	» »

**6) Rice**

Prices in countries of origin :

American Fancy Blue Rose \$ 12 per 100 kgs c.i.f. Constantinople.

Rangoon No. 3 ( from Alexandria ) £ 14-10-0 per ton » »

**Note**— Not much business on the market.

**7) Gunnies** (Indian sacks): Prices from Alexandria :

£ 19 per bale of 400 bags of 2½ lbs 28 × 48 inches.

£ 16 » » » 2¼ lbs 26½ × 44 inches.



Code A. B. C.  
5th Edition

Cable Address: AMLEVAG  
==== Constantinople =====

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===== BRANCH OF =====

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===== CONSTANTINOPLE =====

**IMPORTERS-EXPORTERS**

First Class Banks as References.

Telegraphic Address: "ASLANFRESCO Constantinople"

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**8) Tea**

Prices in countries of origin:

Java Orange Pekoe 20-20½ pence per lb. c. i. f. Constantinople.

Ceylon » » 21-21½ » » »

Moning (Chinese) 12-14 pence

Business slack.

**9) Vegetable Oils**

a) American Oleo Oil — A stock of 1.000 barrels of oleo oil is still at the Customs pending an order from Angora for clearance through the Customs. Otherwise there is no stock on the market.

b) Marseilles Cocoa Oil — The cocoa oil imported from Marseilles is mixed here with local fats to prepare a butter of fair quality.

Prices in countries of origin:

Frs. 385 per 100 kgs. c. i. f. Constantinople.

Local market price Ptrs 72 per oke (duty paid).

c) Local Olive Oil — Ptrs 60/70 per oke according to quality.

**10) Matches**

Price in countries of origin:

Czecho-Slovakian 75 shillings per case of 5,000 boxes size 4/4.

Italian 65 » » » » » » » 3/4.

The trade in this article has developed considerably owing to the requirements of Anatolia.

**II. EXPORTS****11) Tobacco :**

Arrivals during September, 1923 :

From	Quantity	Local market prices—Ptrs per kg.
Samsoun Kgs.	20,000	180/260 according to quality.
Baffra »	432,000	120/250 » »
Tach Ova »	250,000	65/75 » »
Alacham »	28,000	110/150 » »
Sinope »	25,000	80/110 » »
Trebizonde »	13,000	75/95 » »
Ounca »	1,500	—
Tatsa »	700	—
Hope »	11,000	—
Zoungouldak »	12,000	35/45 according to quality.
Broussa »	74,000	65/75 » »
Ismidt »	34,000	75/85 » »
Hendek »	101,000	70/80 » »
Duzdje »	136,000	85/100 » »
Adrianople »	74,000	70/80 » »
Kgs. 1,212,200		



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## Exports during September, 1923 :

Quantity Kgs.	Destination —
264,000	Amsterdam
80,000	Hamburg
33,000	»
94,000	»
20,000	»
8,000	»
14,000	»
8,000	»
1,500	»
163,000	Trieste
41,000	»
7,000	»
2,000	Algeria
5,000	Antwerp
3,000	»
5,000	»
3,000	Piraeus
6,000	Rotterdam
3,000	Alexandria
5,000	»
3,000	»
<u>762,500</u>	Kgs.

**Stock :** Turkish Tobacco 7,200,000 kgs.  
Russian Tobacco 400,000 kgs.

**2) Mohair :**

Week ending 2nd September **880** bales changed hands,

of which 560 bales Angora..... at Ptrs. 175-177 ;  
and 300 » Angora - Beybazar » » 175-180 ;  
and 20 » Kids..... » » 350.

Two weeks ending 16<sup>th</sup> Sept. **1950** bales changed hands - of which

600 bales Beybazar..... at Ptrs. 188  
760 » Angora..... » » 177½-180  
100 » Yozgat ..... » » 180  
100 » Maden ..... » » 180  
50 » Castambul ..... » » 145  
16 » Eskişehir ..... » » 180  
20 » Kids ..... » » 350  
300 » Yellows..... » » 45-58



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Week ending 23rd September 250 bales changed hands, of which  
 100 bales Tchoum Keskin. at Ptrs. 170  
 125 » Iskilip ..... » » 140  
 30 » Castambul..... » » 135

Stock in hand, 23rd September, 1923, about 7,500 bales.

Market quiet and tendency weaker.

### 3) Wool :

Week ending 2nd September—100 bales were sold for Bulgaria at Ptrs. 62½ per oke—Anatolian Clips.

2 Weeks ending 16th September — 300 bales were sold for Bulgaria at Ptrs. 66-67 per oke.

No sales reported for Europe or America.

Stock 23rd September, 1923, about 4,000 bales.

### 4) Opium :

Sales—Week ending 2nd September :

50 cases Druggists at Ptrs. 1770-2025 per oke

3 » Soft » » 2250 »

2 Weeks ending 16th September :

90 cases Druggists (Karahissar, Eskishehir) at Ptrs. 1975.

59 » Dry (Akshehir) ..... » » 2050-2100.

8 » Soft (old Zilch-Hadjikeuy) ..... » » 2250.

20 » Soft (Malatia) ..... » » 1850.

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Week ending 23rd September :

90 cases Druggists at Ptrs. 2000-2300 per oke

Soft (Malatia) » » 2150 »

» (Amassia) » » 2300 »

Stock 23rd September — 30 cases Soft

300 cases Druggists.

There was a good demand for Karahissar, Akshehir at Ptrs. 2300 owing to an estimate that the crop will hardly reach 1500 cases.

### 5) Gum Tragacanth

There is very little demand abroad, though occasionally a little is shipped to the United States and England.

Nominal market prices were :

Fiore..... L.T. 2.30-2.60 per oke.

Pianto 1st... » 1.00-1.15 »

Pianto 2nd .. Pst. 80-90 »

Sari (Yellow) » 75-80 »

### 6) Furskins

About 400 Stone Marten are reported to have been sold at from L.T. 38-42 per pair for best sections. Other skins quotations unchanged.

### 7) Cocoons

Dry-valued at about Ptrs. 550-650 per kilo.

### 8) Nuts

Kerassund—shelled—Pst. 53 per oke f.o.b. Constantinople.

Kerassund in shell » 23 » »

### 9) Raisins

From Smyrna — Sultani—1st quality Ptrs. 39 per oke f.o.b. (in cases of 15 kilos)

» » Extra & Extra Extra Ptrs. 44-48 » »

» Black — Ptrs. 22½ f.o.b. (in sacks of 15-20 kilos).

### 10) Figs

Smyrna Figs according to quality Ptrs. 11-20 per oke (in small bags of 15-20 kilos).

The former Extra Extra quality is available in very limited quantities.

### 11) Sweet Almonds

From Persia — shelled — Ptrs. 64 per oke f.o.b. Constantinople.

### 12) Yellow Wax

From Anatolia — Pure yellow beeswax — Ptrs. 99 per oke f.o.b.



ESTABLISHED 1868

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BEST REFERENCES



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Highest	1st »	815
Lowest	12th »	735
Closing	30th »	772

After the heavy fluctuations in foreign exchange at the Constantinople Bourse during August, the market settled down to a more normal basis during the period under review.

The forces which caused last month's fluctuations had to run their course, after which the natural law of supply and demand brought the market to its proper level again.

The market during September may be characterised as comparatively steady. With the expected withdrawal of the Allied Armies of Occupation, and the consequent arrival of the victorious Asiatic Army of the G. A. N. T., the business community seemed to display a certain degree of hesitancy and wait-and-see policy, which, translated into foreign exchange, caused a slighter demand for exchange than is usual at this season.

The money market has been extremely quiet, and continues to be so. Large sums of money were required for shipments to Smyrna, Black Sea Ports and elsewhere for the movement of tobacco and other crops, and it would seem that some measure of relief may only be expected when this money returns from the interior. This crop movement brought large amounts of foreign exchange into the Constantinople market, which more than offset the existing demand.

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## Les Exportations de Rails

L'Allemagne, avant la guerre, était le principal pays exportateur de rails d'acier et l'Angleterre venait au second rang. Depuis lors les exportations de ces deux pays ont diminué dans une large mesure, laissant les Etats-Unis en tête avec 71 pour cent de ses exportations d'avant-guerre. La production allemande ne semble pas devoir reprendre avant un certain temps, mais les exportations anglaises augmentent d'une façon continue depuis 1919, tandis que celles des Etats-Unis ont accusé une baisse, de sorte qu'il est fort possible que le Royaume-Uni vienne ravir aux Etats-Unis le premier rang qu'ils occupent actuellement pour l'exportation des rails.

Jusqu'à une époque marquée par le début du siècle courant, l'Angleterre occupait une place prépondérante dans le commerce international des rails. Les exportations anglaises n'avaient diminué que légèrement au moment où éclata le grand conflit international, mais par contre les exportations américaines et allemandes avaient augmenté, particulièrement ces dernières au cours des années ayant précédé immédiatement la guerre. De 1908 à 1913, les exportations allemandes passèrent de 331.323 à 500.835 tonnes, soit une augmentation de 51 pour cent, tandis que les exportations américaines n'augmentèrent que de 27 pour cent de 1900 à 1913.

Antérieurement l'Argentine était le principal client de l'Allemagne, bien que les pays voisins d'Europe lui faisaient aussi de gros achats. Depuis la guerre la majorité des exportations allemandes se sont acheminées vers les pays européens. La Russie du Nord a fait de grosses importations de rails

allemands et la grande désorganisation des chemins de fer russes indique qu'ils offriront à l'avenir un débouché considérable pour les rails, tout spécialement pour les produits allemands.

La destination des exportations anglaises de rails indique que les Indes continuent à être le meilleur client du Royaume-Uni et en 1922 les achats faits par ce pays furent supérieurs à ceux d'avant-guerre et représentèrent les deux cinquièmes des exportations anglaises totales. Ceylan est le seul autre pays qui accuse une augmentation en 1922 par rapport à 1913. Les possessions anglaises absorbent la majeure partie des exportations anglaises de rails.

Le Japon a remplacé le Canada comme client principal des Etats-Unis en ce qui concerne les rails de chemin de fer, ayant importé environ la moitié du tonnage exporté. Cuba vient au second rang et le Canada au troisième.

Ces pays sont tous placés dans une situation avantageuse pour s'approvisionner aux Etats-Unis. Les exportations faites au Japon pour l'année 1922 ont été quatre fois plus élevées que la moyenne d'avant-guerre. Il s'est produit une diminution assez marquée en ce qui concerne les expéditions faites en Argentine, en Australie, au Mexique, au Brésil, et au Chili et une augmentation pour le Honduras et le Royaume-Uni.

Il s'est produit un changement depuis la guerre non seulement dans les sources d'exportation de rails, mais encore dans les principaux pays consommateurs. Le Japon et les Indes Anglaises sont maintenant les principaux pays importateurs. D'autre part la République Argentine et l'Australie ont diminué l'importance de leurs achats.



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### CONSTANTINOPLE:

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### EGYPT:

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## The Milk Sold in Constantinople

(From the *Little Illustrated Journal*,  
published in four languages,  
at Constantinople)

In a previous article we dealt with the question of the education of our children and touched upon the necessity of providing them with adequate nourishment in order to ensure that physical development which is essential for the attainment of a vigorous race.

Now, whether it is from ignorance or whether from sheer want of the indispensable materials, our children are exceedingly badly nourished and it is a common sight in this country to find the offspring of even our oldest families weak and puny.

The cause is not far to seek; it is the milk which forms the essential food for children from the cradle to adolescence which is totally to blame. We do not, of course, refer to the whitened water sold to the consumer under the guise of milk but to pure and wholesome milk from animals well cared for and properly fed.

Our cows and goats are, it is true, generally of feeble constitution and badly nourished but, apart from this fact, our municipal authorities show a lamentable lack of attention to the methods prevailing in other countries to prevent the adulteration of food stuffs, and our milk vendors continue to supply us each morning with a liquid which it is really hard to put a name to.

The lack of pasture, coupled with the lack of attention paid to cattle breeding on a scientific basis, results in a milk of very poor quality, deficient in substances of nutritive value and, to aggravate matters, the competent authorities do not take the trouble to ensure the milk being

supplied in its natural state; the consequence is that the health of the future generation will suffer accordingly.

In Europe municipalities and governing bodies even go to the length of distributing milk gratuitously to children and old people, to the sick and to hospitals.

In America, the great philanthropist, Nathan Strauss, placed the coping stone on his works of social reform by instituting a service of gratuitous milk distribution to children and to the sick. Here, on the contrary, milk appears to be a luxury which the rich can only aspire to, whereas the poor—just those who need satisfying and practical forms of nourishment—are dying of hunger and inanition, and the race will finally finish in a lamentable state of physical decadence.

Thus the situation may be summed up; lack of cattle, defective feeding and breeding of dairy stock, milk at an unattainable price and the public health in danger—these all represent the present day state of affairs.

Considering all this it is plainly the duty of the Government to amend the existing tariff so that milk, at least, can be imported duty free. This will bring pressure to bear on our own dairymen and cause them to devote their serious attention to improved methods of producing this article of first necessity and to compete with the imported article. The long-suffering public has the right to expect a little more attention at the hands of its governing bodies and demand the repeal of the duty on milk and lactic powder which is, after all, a rudimentary essential.

We ask of our deputies, the people's representatives, who, among them, wishes to continue the responsibility of supporting such a state of affairs which is in opposition to the inter-



ests of their voters who entrusted them with their confidence. The G. N. A., which is the responsible organ for everything affecting public life in general, should adopt such measures as are necessary to have this evil remedied and bring the price of such materials as are essential and indispensable for their existence within the reach of all. This can be attained by abolishing such taxes and duty which, although increasing the national revenue at present by a few pounds, will eventually finish by costing us very dear in the future.

### **Around-the-World U. S. Ships.**

The contract for the sale by the Shipping Board of seven combination passenger and cargo vessels of the 502-foot type to the Dollar Steamship Line was signed late in September by Chairman Farley and R. Stanley Dollar, of San Francisco, vice president of the line.

Negotiations for the sale had been pending for several weeks. Under the contract the Dollar Line guarantees to keep the around-the-world service in operation for a period of five years. Delivery of the first of the vessels sold will be made about January 1 and the others will be delivered at dates still to be determined.

The price at which the ships were sold was not divulged. Mr. Farley

maintained that it was against the settled policy of the board to make public the prices at which it sells ships until it deems the time propitious. He declared that it was contrary to business ethics for the seller to disclose the price, and, furthermore, when the board's prices were made public, subsequent buyers always tried to get lower prices.

Immediately after signing the contract Mr. Dollar left for San Francisco to work out plans for putting vessels into service around the world.

"I feel confident that with the support of the American traveling and shipping public this new venture of ours will be a success," he said. "As soon as possible after I reach San Francisco we will announce our sailing dates for at least ten sailing dates a year, but I am of the opinion that we can probably arrange for twelve sailings or more.

"Our vessels in this service will sail from San Francisco to various ports in the Orient, thence to the Mediterranean, and thence to New York. From New York they will go via Havana and the Panama Canal back to San Francisco."

We are pleased to learn that Mr. L. I. Thomas, President of the Federated American Chambers of Commerce of the Near East and a Director of the Standard Oil Company of New York who recently underwent an operation for appendicitis, is making a satisfactory recovery.

### **Notice to Exporters to the United States**

*Pursuant to instructions received from the Treasury Department shippers of merchandise destined for the United States are required additionally to indicate on purchase form of invoices the market value of the merchandise on the date of exportation, such information to appear on the margin of the invoice.*

**United States Consulate General  
Constantinople**



## TABLES OF WEIGHTS AND MEASURES

### Weights

Turkish	English	Metric
1 oke (400 drams)	2.8264 lbs (pounds)	1.282 kilogram
1 batman (6 okes)	16.958 lbs	7.692 kgs.
1 kantar (44 okes)	124.3616 lbs	56.4 kgs.
1 tcheki (176 okes)	497.446 lbs	225.6 kgs.
English	Metric	Turkish
1 lb	.4536 kg	.3538 oke
1 cwt (112 lbs)	50.8028 kgs.	39.6263 okes
1 ton, long (2240 lbs)	1016.047 kgs.	792.527 okes
Metric	Turkish	English
1 kilogram	.78 oke	2.2046 lbs
1 quintal (100 kgs.)	77.9845 okes	1.968 cwt (hundred weight)
1000 kilos	779.845 okes	2204.6 lbs
1 muscal (attar of roses)	1½ drams	74.171 grains
1 ounce (oz.)—Apothecary	480 grains	31.1035 grammes ;
1 „ Avoirdupois	—	28.34954 grammes

### Linear Measures

Turkish	English	Metric
1 endazeh, pic (silk)	25.555 inches	.64908 metre
1 arshin (cloth)	26.96 „	.68477 „
1 arshin (old, land)	29.8368 „	.7577 „
1 arshin (new)	39.3709 „	1.00 „
English	Metric	Turkish
1 yard (3 feet or 36 inches)	.91438 metre (new arshin*)	1.40868 endaze, 1.33524 arsh. cloth; 1.20672 old arsh.
1 mile (5280 feet)	1.6093 km.	2123.8272 old arsh.
Metric	Turkish	English
1 metre (new arsh.)	1.46 arsh. (cloth); 1.31978 old arsh.	39.37 ins.
1 kilometre	1,319.78 old arsh.	1.62137 mie

### Square Measures

Turkish	English	Metric
1sq. arshin (old, land)	6.1794 sq. ft.	.5741 sq. m.
1600 sq. arshins or	9887.04 sq. ft. or	918.56 sq. m. or
2 old deunum	.2269752 acre	.36743 new deunums**
English	Metric	Turkish
1 sq. in.	6.4516 sq. cm.	.001123 sq. arshin
1 sq. ft. (144 sq. ins.)	.092903 sq. m.	.1618 „ „
1 sq. yard (9 sq. ft.)	.836126 sq. m.	1.4563 „ „
1 acre (4840 sq. yds.)	.40468 hectare	4.4054 old deunums
1 sq. mile (640 acres)	259.02 „	2819.456 „ „



# EDWARDS & SONS (Near East) LTD.

Turkia Han, Rue\_Kutubhané, STAMBOUL.

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THE AMERICAN CONSULATE GENERAL AT CONSTANTINOPLE TAKES PLEASURE IN ANNOUNCING THAT ALL COMMERCIAL HOUSES WITHIN ITS TERRITORY DESIRING TO ESTABLISH RELATIONS WITH AMERICAN EXPORTERS OR IMPORTERS OF ANY KIND OF MERCHANDISE WHATSOEVER ARE INVITED TO COMMUNICATE TO THAT EFFECT WITH THE CONSULATE GENERAL, WHICH WILL FORWARD THEIR ENQUIRIES TO INTERESTED AMERICAN HOUSES THROUGH THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE OF THE DEPARTMENT OF COMMERCE WASHINGTON.



Metric	Turkish	English
1 sq. m.	1 sq. arsh. (new) 1.74 sq. arsh. (old.)	10.764 sq. ft.
1 are (100 sq. m.)	1 sq. evlie	119.6 sq. yds.
25 ares	1 deunum (new) 2.7216 deunum (old)	.61778 acre
1 hectare	1 djerib 10.8864 „ „	2.4711386 acrs

### Measures of Capacity

Turkish	English	Metric
1 kileh	1.18 bushel	43 litres
English	Turkish	Metric
1 quart (2 pints)	—	1.13586 litre
1 gallon (4 quarts)	—	4.5434 litres
1 bushel (32 quarts)	.8484 kileh	36.347 „
Metric	English	Turkish
1 litre	.88038 quart	—
1 hectolitre	2.75 bushels	2.325 kilehs

### Measures of Volume

Turkish	English	Metric
1 cubic arshin (ambar)	.5689 cu yd.	1.435 cu. m.
English	Metric	Turkish
1 cubic yard	764537 cu. m.	1.7579 cu. arsh.
Metric	Turkish	English
1 cubic metre (stere)	2.2993 cu. arsh.	1.308 cu. yd.

### EGYPTIAN TABLE

**Weights and Measures.** In addition to the metric system the following local weights and measures are in use :

1 Qantar . . . . .	99.0493 lbs.
1 Rotl . . . . .	0.9905 „
1 Oke . . . . .	2.75137 „
1 Heml . . . . .	550.274 „
1 Ardeb . . . . .	43.255 Gallons
1 Keila ( $\frac{1}{12}$ of 1 Ardeb). . . . .	5.444 Bushels
1 Rob ( $\frac{1}{24}$ of 1 Arbed) . . . . .	3.63 Gallons
1 Qadah . . . . .	1.815 „
1 Feddan . . . . .	3.630 Pints
	5,024.16 Sq. Yards.

\*) Note 1—The new Turkish measures of weight, length, and surface are based on the Metric System. The new unit of length, the metre, is generally-designated “yeni” arshin to distinguish it from the old unit, the “eski” arshin. In all the ministries and other government administrations in Constantinople the Metric System is today in practice, though the old measures are still used in some of the provinces of the interior. The Metric System is in use in all the Balkan States.

\*\*) Note 2—The Mining Law fixed at 15,000 new deunums or 3750 hectares, equivalent of 9266.77 acres, the maximum area for permit.



# CLASSIFIED LIST

OF

## CONSTANTINOPLE MEMBERS<sup>(1)</sup>

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(INCORPORATED)

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Hatschadourian, Jeghia, 41 Katirdjioglou Han, Stamboul.

(1) The present list includes the Constantinople offices of members of the American Section.



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 Assayas & Co., Jossifidi Han, Stamboul.  
 Athanassiades, Bodossaki, Hovaghimian Han 2, Galata.  
 Banca Commerciale Italiana, Palazzo Karakeuy, Galata.  
 Banca Marmorosch, Blank & Co., Agopian Han, Galata.  
 Banque d'Athènes, Minerva Han, Galata.  
 Banque Hollandaise pour la Méditerranée, Rue Voivoda, Galata.  
 Banque Impériale Ottomane, Rue Voivoda, Galata.  
 Banque de Salonique, Rue Voivoda, Galata.  
 Eliasco, C., Fils; Havouzlou Han 4, Sultan Hamam, Stamboul.  
 Fotiadî, Alexandre D., 21 bis Findjandjilar, Stamboul.  
 Ionian Bank Limited, Yildiz Han, Galata.  
 Mitrani, Semtov, Banker, Sigorta Han, Galata.

### Boots and Shoes

Cornfield & Goldstein, Imp., 37 Topalian Han, Stamboul.  
 Elkiatib, Abbas, Imp., Elkiatib Han, Stamboul.

### Butter

Pantsalis, A., & Fils; Zindan Kapou 4, Stamboul.

### Cameras and Photographic Supplies

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 Kodak, Ltd., Place du Tunnel, Péra.  
 Stock & Mountain, Phillipidès Han, Stamboul.

### Carpentry

Psalty, Geo. J., Rue Cabristan, Péra.

### Carpets and Rugs

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 Haïm, S., Musée Oriental, rue Kabristan 14, Péra.  
 Mardiguian, S., Sons, Yeni Tcharshi, Mahmoud Pasha, Stamboul.  
 Mazlumian Frères, Exprs., Biraderler Han, Stamboul.  
 Merica, Th., Exp., Taptas Han, Galata.  
 Oriental Carpet Manufacturers, Exporters, Midhat Pasha Han, Sirkedii, Stamboul.  
 Roditi, A., Exporter, Turkia Han 9/10, Stamboul.  
 Sadullah, Levy & Mandil, Exprs., Mahmoud Pacha, Stamboul.  
 Yoanidès, Spiro P., Maison Louvre, Grand'rue de Péra.

### Charterers

Lupovitz, Jacob, Voivoda Han, Rue Voivoda, Galata.



**Cinematograph Films.**

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Phouphas, Triandaphyllos M., Yéni Han, Fermentedjiler, Galata.

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"Intercontinentale", Seir Séfain Han, Galata  
Manuelides, M. G. A., Bros, 19-20, Cité Française, Galata  
Müller, Wm. H., & Cie, Merkez Richtim Han, Galata.  
Rizopoulos, C. P. & D. G. Araboglou, 46 Rue des Quais, Galata.  
Tagaris, T. P., Merkez Richtim Han, Galata.  
Zia, M. K., 51 Avenue de la Sublime Porte, Stamboul

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

Assayas & Co., Iossifidis Han, Stamboul.  
Athanassiades, Bodossaki, Hovaghimian Han 2, Galata.  
Balekdjian Brothers, Kutchuk Turkia Han, Stamboul.  
Beruhel, Jacques, Bassiret Han, rue Achir Effendi, Stamboul.  
Bolonaki, J. Brothers, & Co., Omer Abed Han, Nos. 2-3, Galata.  
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Cornfield & Goldstein, 37 Topalian Han, Stamboul.  
Danon & Semack, Medina Han, Hassirdjiler, Stamoul.  
Dielmann, G., Messadet Han 12, Stamboul.  
Galani, John A., Merkez Richtim Han, Galata.  
Giraud, O., Hudavendighiar Han, Galata.  
Hänni, E., Matheo Han 21, Tarakdjilar, Stamboul  
Karnig Agop, Fils de, Aslan Han, Galata.  
La Fontaine, Edward, & Sons; Allalemdji Han, Stamboul.  
Nahum & Gormezano, Buyuk Kenadjian Han 41, Stamboul.  
Ojalvo, Vital, & Co., Xanthopoulo Han, Stamboul.  
Pauer, E. C., & Co., Soc. An. Commerciale Fiumana, Erzeroum Han, 21-22, Stamboul.  
Phouphas, Triandaphyllos M., Yeni Han 8-9, Fermentedjiler, Galata.  
Pervanides C., & L. Hazapis, Haviar Han 91, Galata.  
Soussa, Ibrahim, & Co., Edhern Bey Han No. 7 & 8, 15 Rue Mértébani, Galata.  
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Vesco, G. & G., Moumhané, Galata  
Zellich, Henri, & Co., 21 Rue Mahmoudié, Galata.

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Griffiths, Thomas, Chambre No. 39, Kenadjian Han, Stamboul.  
American Company for International Commerce, Chamli Han, 33-34, Stamboul.



**Cotton Goods**

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 American Company for International Commerce, Chamli Han, 33-34, Stamboul.  
 Elkiatib, Abbas, Imp. Elkiatib Han, Stamboul.  
 Eustathopoulo, Nap. & Son, rue Kara Moustafa, Ali Ekber Han, Galata.  
 Fotiadi, Alexandre D., Rue Karakeuy, Galata.  
 Fransès, Salvator, Tchalian Han, Rue Kurekdjilar, Galata.  
 Hänni, E., Imp., Matheo Han 21, Stamboul.  
 Hatschadourian, Jeghia, Exp., 41, Katirdjioglou Han, Stamboul.  
 Kahn Frères, Importers, Astartjian Han, Stamboul.  
 Lebet Frères & Cie., Imp. Basmadjian Han, Stamboul.  
 Mouradian, Kevork, Importer, Katirdjioglou Han, Stamboul.  
 Nahum & Gormezano, 41 Buyuk Kenadjian Han, Stamboul.  
 Nederlandsche Orient Handelsmaatschappy, Messadet Han, Stamboul.  
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 Sarantis Bros., Abid Han Galata.  
 Taranto, Nissim; Kenadjian Han, Stamboul.  
 Toledo & Behar, Omer Abed Han, 3rd floor, Galata.

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 Cariciopoulo, Marc C., Imp., Minerva Han, Galata.  
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 Doptoglou Bros., 2 Zindan Capou, Stamboul.  
 Hirzel, R. & O., Importers, Buyuk Yeni Han, Stamboul.  
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Cariciopoulo, Marc C., Importer, Minerva Han, Galata.

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Fransès, Salvator, Tchalian Han, Rue Kurekdjiler, Galata.

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Margaritoff, Demitri M., Arnopoulo Han, Stamboul.

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Nederlandsche Orient Handelsmaatschappy, Messadet Han, Stamboul.

Sarantis Frères, Imp., Abid Han, Galata.

Société Générale de Commerce. Importers. Rue Hassirdjilar No. 12, Stamboul.

The Swedish Oriental Trading Co., Ménaché Kanzah Béda Han, Stamboul.

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American Express Co., Nichastadjian Han, Galata  
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Anthomelides, E. G., 23 Haviar Han, Galata.  
Assayas & Co., Yossifidis Han No. 2, Stamboul.  
Athanassiades, Bodossaki, Hovaghimian Han 2, Galata.  
Balekdjian, Brothers, Kutchuk Turkia Han, Stamboul.  
Barcoulis, S., Minerva Han, Galata.  
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Camhi, Raphael & Fils, Boyadji Han, Stamboul.  
Camhi, Vitalis R., Boyadji Han, Stamboul.  
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Crassopoulos, Basile C., 11 Rue Smyrne, Emin Eunu, Stamboul.  
Danon et Semack, Medina Han, Hassirdjiler, Stamboul.  
Dielmann, G., Messadet Han Stamboul.  
Demetrius, John Ch., Macry Han, Rue Voivoda 2, Galata.  
Doptoglou Bros., 2 Zindan Capou, Stamboul.  
Edwards & Sons, (Near East) Ltd., Turkia Han, Rue Kutubhané, Stamboul,  
Stamboul Boîte Postale No. 468.  
Fransès, Salvator, Tchalian Han, Rue Kurekdjiler, Galata.  
Fringhian, Meg., Messadet Han, Stamboul.  
Galani, John A., Merkez Richtim Han, Galata.  
Hänni, E., Matheo Han 21, Stamboul.  
Hirzel, R. & O., Buyuk Yeni Han 31, Stamboul.



Khan Frères, Astardjian Han, Stamboul.  
 Karnig Agop, Fils de, Aslan Han, Galata.  
 Komvopoulo, M. B. & Co., 21 Omer Abed Han, and 22 Haviar Han, Galata.  
 Kroubalkian, K., Grand Tunnel Han, Galata.  
 Lambrinides, J., & Co., 20 Omer Abid Han, Galata.  
 Lebet Frères & Cie., Basmadjian Han, Stamboul.  
 Levy, M., & Co., Emin Bey Han 9, Stamboul.  
 Margaritoff, Demetri, M., Arnopoulo Han, Samboul.  
 Merica, Th. N., Taptas Han, Galata.  
 Mizrahi, Oscar, Djedid Han, Stamboul.  
 Müller, Wm. H. & Co., Merkez Richtim Han, Galata.  
 Nahum & Gormezano, Buyuk Kenadjian Han 41, Stamboul.  
 Nederlandsche Orient Handelsmaatschappy, Messadet Han, Stamboul.  
 Ojalvo, Vital, & Co., Xanthopoulo Han, Stamboul.  
 Pauer, E. C., & Co., Soc. An. Commerciale Fiumana, Erzeroum Han, 21-22, Stamboul.  
 Phouphas, Triandaphyllos M., Yéni Han, Galata.  
 Ridley, Rowell & C., 47 Union Han, Galata.  
 Roditi, A., Turkia Han 9/10, Stamboul.  
 Sachinis C., & Fils, Couteaux Han, Galata.  
 Sarasslanoglou & Prodomides, Nev Chehir Han, No. 7, Stamboul.  
 Schemtob, Fils de A., Tchalian Han, Galata.  
 Sindicato Orientale Italiano, Pinto Han, Stamboul.  
 Stock & Mountain, Philippidès Han, Stamboul.  
 The Swedish Oriental Trading Co., Ménaché Kanzah Béda Han, Stamboul.  
 Toledo & Béhar, Omer Abed Han, 3rd floor, Galata.  
 Tubini, Bernard, 47-50 Union Han, Galata.  
 Whittall, J. W., & Co., Ltd., Sanassar Han, Stamboul.

#### Glucose

Griffiths, Thomas, Chambre No. 39, Kenadjian Han, Stamboul.

#### Government Contractors

Fresco, Fils d'Aslan, Iktissad Han, 1-5, Galata.  
 Fringhian, Meg., Messadet Han, Stamboul.

#### Grain & Cereals

Abazoglou, Jean, Exporters, Abid Han 30, Galata.  
 Balekdjian Brothers, Exp., Küchük Turkia Han, Stamboul.  
 Edwards & Sons, (Near East) Ltd., Turkia Han, Rue Kutubhané, Stamboul;  
 Stamboul Boîte Postale No. 468.  
 Margaritoff, Demetre M. Exp., Arnopoulo Han, Stamboul.  
 Müller Wm. H., & Co., Merkez Richtim Han, Galata.  
 Toledo & Béhar, Omer Abed Han, 3rd floor, Galata.  
 Whittall, J. W., & Co., Ltd., Exp., Sanassar Han, Stamboul.

#### Groceries

Economic Cooperative Society, Ltd. Galata.  
 Harty's Stores, Importers, 27 Tepé Bachi, Péra.

#### Gum Tragacanth

Edwards & Sons, (Near East) Ltd., Gulbenkian Han, Stamboul.  
 Gulbenkian Bros. & Co., Exporters, Turkia Han, Rue Kutubhané, Stamboul;  
 Stamboul Boîte Postale No. 468.  
 Hirzel, R. & O., Exps., Buyuk Yeni Han 31, Stamboul.



**Guts (Sausage Casings)**

Arsen, A. G. & Co., Exp., Allalemdji Han, Stamboul.

**Hardware and Tools**

Camhi, Raphael, & Fils, Boyadji Han, Stamboul.  
 Cariciopoulo, Marc C., Importer, Minerva Han, Galata.  
 Economic Cooperative Society, Ltd., Galata.  
 Danon & Semack, Importer, Medina Han, Stamboul.  
 Hirzel, R. & O. Imp., Buyuk Yeni Han, Stamboul.  
 Levant Iron & Machinery Co., Ltd., 142/146 Rue Mahmoudieh, Galata.  
 Merica, Th. N., Imp., Taptas Han, Galata.  
 Nowill, Sidney, & Co. Imps., Kevork Bey Han, Galata,

**House Furnishings**

Franco, Lazzaro, & Fils, Importers, Findjandjiler, Stamboul.  
 Yoannidès, Spiro, P., Maison Louvre, Pera

**Household Utensils**

Yoannides, Spiro, P., Maison Louvre, Pera

**Importers (General)**

Amar, S., & Co., Validé Sultan Han, Stamboul.  
 Camhi, Vitalis R., Boyadji Han, Stamboul.  
 Cariciopoulo, Marc, C., Minerva Han, Galata.  
 Cosmetto, A., & Co., Omer Abid Han 10/13, Galata.  
 Dielman, G., Messadet Han, Stamboul.  
 Hänni, E., Matheo Han 21, Stamboul.  
 "Intercontinentale", Seir Sefain Han, Galata,  
 Karnig Agop, Fils de ; Aslan Han, Galata.  
 Lebet Frères & Co., Basmadjian Han, Stamboul  
 Mill, Ernest H., Arslan Han, Galata.  
 Mizrahi, Oscar, 29 Djedid Han, Stamboul.  
 Rouso & Danon, Kendros Han, Stamboul.

**Insurance Agents**

Algranti, Moreno, Yeni Han, Sirkedji, Stamboul.  
 Athanassiades, Bodossaki; Hovaghimian Han, Galata.  
 Balekdjian Brothers, Turkia Han, Stamboul.  
 Bellas, N. D., & Co., Sultan Hamam, Messadet Han, No. 6-7, Stamboul.  
 Compte-Calix & Saverio, G. J., «La Foncière», Galata.  
 Cosmetto, A., & Co. Omer Abed Han 10/13, Galata.  
 Galani, John A., Merkez Richtim Han, Galata.  
 Guerrini, Ugo E., Mgr. Am. Foreign Insurance Assn., Yildiz Han, Galata.  
 La Fontaine, Edward, & Sons, Allalemdji Han, Stamboul.



Nahum & Gormezano, Buyuk Kenadjian Han 41, Stamboul.  
 Phouphas, Triandaphyllos M., Yeni Han, No. 8-9, Fermentedjiler, Galata.  
 Pervanides, C., & L, Hazapis, Haviar Han 91, Galata.  
 Saraslanoglou & Prodomides, Nev Chehir Han No. 7, Stamboul.  
 Soussa, Ibrahim, & Cie., Edhern Bey Han. No.7 & 8, 55 Rue Mertébani, Galata.  
 Tagaris, T. P., Merkez Richtim Han, Galata

### **Iron & Steel**

Levant Iron & Machinery Co., Ltd., Grand'Rue Mahmoudié, Galata  
 Nahum & Gormezano, 41 Buyuk Kenadjian Han, Stamboul.  
 Nemli Zadeh Frères, Nemli Zadeh Han, Sirkedji, Stamboul.  
 Roditi, A., Importers & Exporters, Turkia Han, Stamboul.

### **Laces and Embroideries.**

Sadullah, Levy & Mandil, Exporters, Mahmoud Pacha, Stamboul.

### **Leather**

American Foreign Trade Corporation, American Garage, Pangalti.  
 Bellas, N. D., & Co., Sultan Hamam, Messadet Han, No. 6-7, Stamboul.  
 Elkiatib, Abbas, Imp., Elkiatib Han, Stamboul.  
 Lebet Frères & Co. Importers, Basmadjian Han, Stamboul.  
 Mattheosian, Vahan H., Imp., Am. Bible House, Stamboul.  
 Paroussiadis, C., & Co., Rue de la Douane, Ada Han No. 12, Galata.  
 Rouso & Dauon, Importers, Phaliron Han, Galata.  
 Sarantis Frères, Importers, Abid Han, Galata.  
 Société Générale de Commerce. Importers. Rue Hassirdjilar, No. 12, Stamboul.  
 Zeis, Anastasse J., Alexiadi Han 2-6, Galata.

### **Leather and Leather Goods**

Danon & Semack, Importers, Medina Han, Stamboul.

### **Linoleum and Oil Cloth**

Franco, Lazzaro, & Fils. Importers, Findjandjiler, Stamboul  
 Yoannidès, Spiro P., Maison Louvre, Grande rue de Péra.

### **Lloyds Agents**

Whittall, J. W., & Co. Ltd., Sanassar Han, Stamboul.

### **Lumber**

Psalty, George J., Importer, Rue Kabristan, Péra.  
 Mandil, Harry R., Tchupluk, Stamboul.



**Machinery**

Fringhian, Meg., Importer, Messadet Han, Stamboul.  
 Tubini, Bernard, 47-50 Union Han, Galata.

**Manufacturers Agent**

Tchilinguirian, S., 2, 3, 4 Regie Han, Stamboul.

**Matches**

Société Générale de Commerce. Importers. Rue Hassirdjilar No. 12, Stamboul.

**Merchants (General)**

Abazoglou, Jean, Abid Han 30, Galata.  
 Camhi, Vitalis R., Boyadji Han, Stamboul.  
 Cosmetto, A., & Co., Omer Abid Han 10/13, Galata.  
 Compte-Calix, J., & Saverio, J. G., 7 Rue Tchinar, Galata.  
 Galani, John A., Merkez Richtim Han, Galata.  
 Harty's Stores, 27 Tepé Bachi, Pera.  
 Rizopoulos, C. P., & D. G. Araboglou, 46 Rue des Quais, Galata.  
 Sindicato Orientale Italiano, Pinto Han, Stamboul.  
 Varterian, Nazareth, Kaissari Han 20, Stamboul.

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

Kahn Frères, Importers, Astartjian Han, Stamboul.  
 Lebet Frères & Co., Importers, Basmadjian Han, Stamboul.

**Meerscham**

Karnig Hagop, Fils de ; Aslan Han, Galata.

**Minerals**

Gulmezian, L., Merkez Richtim Han, Galata.  
 Müller, Wm. H., & Co., Merkez Richtim Han, Galata.

**Mohair (see Wool)****Naval Supplies**

Zia, M. K., 51 Avenue de la Sublime Porte, Stamboul.

**Nuts and Seeds**

Balekdjian Brothers, Kutchuk Turkia Han, Stamboul.  
 Stock & Mountain, Exp., Philippidès Han, Stamboul.

**Office Supplies**

Hornstein, A., rue Tekke, Pera.

**Oils (Lubricating etc.)**

Cornfield & Goldstein, Imp., 37 Topalian Han, Stamboul.  
 Standard Oil Company of New York; Merkez Richtim Han, Galata.  
 Tasartez, Henri, Impr., Botton Han, Tahta Kalé, Stamboul.  
 Vacuum Oil Co., Tchিনি Richtim Han, Galata.



**Oleo Oil**

American Company for International Commerce, Chamli Han, 33-34, Stamboul.  
 Amar, S., & Co., Importers, Validé Sultan Han, Stamboul.  
 Asséo, Moise & Albert, Botton Han, No. 6-8, Stamboul.  
 Cariciopoulo, Marc C., Importer, Minerva Han, Galata.  
 Constantinides, Theologos; Ladoscala 6, Stamboul.  
 Demetrius, John Ch., Macry Han, Rue Voivoda 2, Galata.  
 Doptoglou Bros, 2 Zindan Capou, Stamboul.  
 Hirzel, R. & O., Importers, Buyuk Yeni Han, Stamboul.  
 Pantsalis, A., & Fils, Zindan Kapou 4, Stamboul.  
 Roussou & Danon, Imp., Kendros Han, Stamboul.  
 Sarantis Frères, Importers, Abid Han, Galata.  
 Saraslanoglou & Prodromides, Nev Chehir Han 7, Stamboul.

**Olives and Olive Oil**

Constantinides, Theologos; Ladoscala 6, Stamboul.

**Opium**

Abazoglou, Jean; Exp., Abid Han 30, Galata.  
 Ambarian, Nicholas; Sanassar Han, Stamboul.  
 Balekdjian Brothers, Exp., Kutchuk Turkia Han, Stamboul.  
 Cosmetto, A., & Co., Exporters, Omer Abid Han, Galata.  
 Gulbenkian Bros., & Co., Exporters, Gulbenkian Han, Stamboul.  
 Hirzel, R. & O., Exporters Buyuk Yeni Han 31, Stamboul.  
 Kahn Frères, Exporters, Astardjian Han, Stamboul.  
 Nahum & Gormezano, 41 Buyuk Kenadjian Han, Stamboul.  
 Merica, Th., Exp., Taptas Han, Galata.  
 Nemli Zadé Djemal, Exporters, Nemli Zadé Han, Sirkedji, Stamboul.  
 Taranto, Nissim; Kenadjian Han, Stamboul.  
 Varterian, Nazareth; Kaissari Han 20, Stamboul.

**Oriental Rugs & Carpets (See Carpets)****Otto of Roses**

Hirzel, R. & O., Exp., Buyuk Yeni Han 31, Stamboul,

**Paper**

Société Anon. de Papeterie etd'Imprimerie, (Anciens Etabl. Fratelli Haïm), Galata.  
 Société Générale de Commerce. Importers. Rue Hassirdjilar No. 12, Stamboul.

**Persian Prints**

Toumadjan, T., & Co., 13 Beyuk Yeni Han, Chakmakdjilar, Stamboul.

**Petroleum**

Fringhian, Meg., Importer, Messadet Han, Stamboul.  
 Mizrahi, Oscar, Importers, Djedid Han, Tahta Kaleh, Stamboul.  
 Standard Oil Co. of New York Importers, Merkez Richtim Han, Galata.

**Photographic Supplies (See Cameras)****Physicians and Dentists**

Barton, Dr. P. H., 74 Grand' rue de Péra.  
 Hoover, Dr. Alden, R., American Hospital, Stamboul.



### Printers and Bookbinders Material and Machinery

Matteossian, Vahan A., Am. Bible House, Stamboul.  
 Soc. An. de Papeterie et d'Imprimerie, (Anciens Etabl. Fratelli Haïm), Galata.  
 Zellich, Henri & Co., Galata, Rue Mahmoudië 21, Galata.  
 Zellitch Frères, Rue Yazidji, Péra.

### Printing Paper

Hirzel, R. & O. Importers, Buyuk Yeni Han, Stamboul.  
 Matteosian, V. H., Imp., American Bible House, Stamboul.  
 Sarantis Frères, Importers, Abed Han, Galata.  
 Soc. An. de Papeterie et d'Imprimerie, Imp. Anciens Etabl. Fratelli Haim, Galata  
 Zellich, Henri & Co. Im. Galata, Rue Mahmoudië 21, Galata  
 Zellitch Frères, Rue Yazidji, Péra.

### Publishers

Société Anon. de Papeterie et d'Imprimerie, Anciens Etabl. Fratelli Haïm, Galata

### Rice (see Sugar)

### Sheep Casings

William A. Varelas, Agent of F. A. Hart & Company, Chicago. Importers-Exporters. Kutchuk Kenadjian Han, No. 28, Stamboul.

### Ship Chandlers

Dabcovich & Co. Eski Lloyd Han, Galata  
 Zia, M. K, 51 Avenue de la Sublime Porte, Stamboul.

### Shipping & Shipping Agents

Algranti, Moreno, Yeni Han, Sirkedji, Stamboul.  
 Arachtingi, René, Merkez Richtim Han, Galata,  
 Athanassiades, Bodossaki; Hovaghimian Han, Galata.  
 Brazzafolli, D., (Lloyd Triestino), Moumhané, Galata.  
 Curmusi, Theo. N. (Achaia), Tchিনি Richtim Han, Galata.  
 Dabcovich & Co., Eski Lloyd Han, Galata  
 Eustathopoulo, Nap. & Son, rue Kara Moustafa, Ali Ekber Han, Galata.  
 Foscolo, Mango & Co., Ltd., Hovaghimian Han, Galata.  
 Galani, John A., Merkez Richtim Han, Galata.  
 "Intercontinentale", Seir Sefain Han, Galata.  
 La Fontaine, Edward, & Sons; Allalemdji Han, Stamboul.  
 Lupovitz, Jacob, Rue Voïvoda, Voïvoda Han, Galata.  
 Manuelides, G. A., Bros. 19-20 Cité Française, Galata.  
 Modiano, Bourla, Sarfatti & Cie., Messrurié Han, Kara-Moustapha, Galata.  
 Müller, Wm. H., & Co., Merkez Richtim Han Galata.  
 Nahum & Gormezano, Buyuk Kenadjian Han 41, Stamboul.  
 Pauer, E. C., & Co., Soc. An. Commerciale Fiumana, Erzeroum Han, 21-22, Stamboul.  
 Rizopoulos, C. P., & D. G. Arabaglou, Rue des Quais, No. 46, Galata.



Rousso & Danon, Phaliron Han, Galata.  
 Tagaris, T. P., Merkez Richtim Han, Galata  
 Vesco, G. & G., Eski-Sharab Iskellessi, 113, Galata.  
 Vuccino C. & G., Cité Française, Galata.  
 Whittall, J. W., & Co., Ltd., Sanassar Han, Stamboul.

#### **Silk Goods**

Hānni, E. Exporters, Matheo Han, Stamboul.  
 Hatschadourian, Jeghia, 41, Katirdjioglou Han, Stamboul  
 Mardiguian, S., Sons, Yeni Tcharshi, Mahmoud Pacha, Stamboul.

#### **Silk - Raw**

Hatschadourian, Jeghia, Exp., 41, Katirdjioglou Han, Stamboul

#### **Skins, Hides and Furs**

Arsen, A. G., & Co., Exporters, Midhat Pasha Han, Stamboul.  
 Edwards & Sons, (Near East) Ltd., Turkia Han, Rue Kutubhané, Stamboul;  
 Stamboul Boîte Postale No. 468.  
 Essefian, Parsegh, Achir Effendi Han, Stamboul.  
 Fresco, Fils d'Aslan, Exporters, Iktissat Han, Galata.  
 Sarfati, S. Joseph, Exporter, Germania Han, Stamboul.  
 Tripo, C. N., & Fils, Exp., 11 rue de la Quarantaine, Galata.  
 Zeis, Anastasse J., Alexiadi Han 2-6, Galata.

#### **Slippers-Turkish**

Toumadjan, T., & Co., 13 Beyuk Yeni Han, Chakmakdjilar, Stamboul.

#### **Soap**

American Foreign Trade Corporation, American Garage, Pangalti.

#### **Starch**

American Company for International Commerce, Chamli Han, 33-34, Stamboul.  
 Griffiths, Thomas, Chambre No. 39, Kenadjian Han, Stamboul.  
 Société Générale de Commerce. Importers. Rue Hassirdjilar No. 12, Stamboul.

#### **Stationery**

Hornstein, A., rue Tekke, Pera.  
 Kroubalkian, K., Imp., Grand Tunnel Han, Galata.  
 Matteosian, V. H., Import., American Bible House, Stamboul.  
 Soc. An. de Papeterie et d'Imprimerie. Anciens Etabl. Fratelli Haïm, Galata.  
 Zellich, Henri, & Co. Imp., 21 Rue Mahmoudieh, Galata  
 Zellitch Frères, Rue Mahmoudieh, Galata.

#### **Sugar, Coffee and Rice**

American Company for International Commerce, Chamli Han, 33-34, Stamboul.  
 Bostandjoglou, A., & Co., 46-47 Ménaché Kanza Han, Stamboul.  
 Crassopoulos, Basile C., 11 Rue Smyrne, Emin Eunu, Stamboul  
 Eustathopoulo, Nap., & Son, rue Kara Moustafa, Ali Ekber Han, Galata.  
 Fransès, Salvator; Tchalian Han 7, Rue Kurekdjiler, Galata.  
 Fringhian, Meg., Imp., Messadet Han, Stamboul.  
 Kevendjoglou Frères, 33 Tutun Gumruk, Stamboul.  
 Nederlandsche Orient Handelsmaatschappy, Messadet Han, Stamboul.  
 Saraslanoglou & Prodomides, Nev Chehir Han 7. Stamboul.



Paroussiadis, C., & Co., Rue de la Douane, Ada Han 12, Galata.  
 Phouphas, Triandaphyllos M, Yeni Han 8-9, Fermentedjiler, Galata.  
 Schemtob, Fils d'Abraham, Tchalian Han, Galata.  
 Société Générale de Commerce, Importers, Rue Hassirdjilar, No. 12, Stamboul.

### Surveyors

Psychakis, M., 6 Anadol Han, Stamboul.

### Tanning

Tripo, C. N., & Fils, 11 rue de la Quarantaine, Galata.

### Tobacco

Abazoglou, Jean, Exporter, Abed Han 30, Galata.  
 Balekdjian Brothers, Exporter, Kutchuk Turkia Han, Stamboul.  
 Foscolo, Mango & Co., Ltd., Exporters, Hovaghimian Han, Galata.  
 Galani, John A., Merkez Richtim Han, Galata.  
 Gary Tobacco Co., Inc., Merkez Richtim Han, Galata.  
 Levy, M., & Co., Exp., Emin Bey Han 9, Stamboul.  
 Margaritoff, Demetre M., Exporter, Aınopoulo Han, Stamboul.  
 Mizrahi, Oscar, Exporter, Djedid Han, Tahta Kalé, Stamboul.  
 Nemli Zadé Djemal, Exporter, Nemli Zadé Han, Sirkedji, Stamboul.  
 Schemtob, Fils d'Abraham, Tchalian Han, Kurekdjiler, Galata.

### Tourist Agency

American Express Co., Nichastadjian Han, Rue Voivoda, Galata.

### Typewriters and Supplies

Hornstein, A., rue Tekke, Pera.  
 Kroubalkian, K., Sole Agent & Depositor for Turkey, «Royal» and «Corona»  
 Typewriters and Globe-Wernicke Products, Buyuk Tunnel Han, Galata.  
 Soc. An. de Papeterie et d'Imprimerie, Imp., Anciens Etabl. Fratelli Haïm, Galata

### Wines and Liquors

Economic Cooperative Society, Ltd., Rue Voivoda, Galata.  
 Phouphas, Triandaphyllos M., Yeni Han, Galata.  
 Sadullah, Levy & Mandil, Importers, Mahmoud Pacha, Stamboul.

### Wool and Mohair

Arsen, A. G., & Co., Exp., Midhat Pacha Han, Stamboul.  
 Edwards & Sons, (Near East) Ltd., Turkia Han, Rue Kutubhané, Stamboul ;  
 Stamboul Boîte Postale No. 468.  
 Fresco, Fils d'Aslan, Exporters. Iktissat Han, Galata.  
 Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Galata.  
 Hatschadourian, Jeghia, Exp., 41, Katirdjioglou Han, Stamboul  
 Khan Erères, Exp., Astardjian Han, Stamboul  
 Levy, M., & Co., Exporters, Emin Bey Han, Stamboul  
 Roditi, A., Exporters, Turkia Han, Stamboul.  
 Stock & Mountain, Philippidès Han, Stamboul.  
 Taranto, Nissim, Kenadjian Han, Stamboul.

### Woolen Goods

Fotiadi, Alexandre D., 21 bis, Findjandjiler, Stamboul.



## Individual Members.

Blattner Andrew, 3-4, Bosphorus Han, Kara Moustafa Street, Galata.  
 Chester, Arthur T., 22 rue Agha Hamam, Pera.  
 Crane, F. R., Standard Oil Co. of New York, Merkez Richtim Han, Galata.  
 Damon, Theron J., Yildiz Han, Galata.  
 Davis, C. Claflin, American Red Cross, Pera.  
 Fowle, Luther R., American Bible House, Stamboul.  
 Gates, C. F., D. D., LL.D., President, Robert College, Roumeli Hissar.  
 Gillespie, J. E., American Embassy, Pera.  
 Goodsell, Rev. F.F., American Missions, American Bible House, Stamboul.  
 Gumezian, L., Legal Adviser, c/o Standard Oil Co. of New York, Galata.  
 Gunkel, Oscar; Merkez Richtim Han, Galata.  
 Heizer, Oscar S., American Consular Service, Pera.  
 Heck, Lewis, Manager, Edgar B. Howard, Import-Export, Demir Capou Djad., 37-39, Stamboul.  
 Hoover, Alden R., American Hospital, Stamboul.  
 Huntington, Geo. H., Professor, Robert College, Roumeli Hissar.  
 Jaquith, H. C., Director, Near East Relief, Ortakeuy.  
 Kyfioti, John, Manager of the Maison Psalty, Furniture House & Factory, Péra.  
 Knapp, J. H., c/o Near East Relief, Ortakeuy.  
 Leavitt, Arthur H., care G. & A. Baker Ltd., Stamboul.  
 Mandil, Harry R., Tchupluk, Stamboul.  
 Mizzi, Dr. Lewis F., 11 St. Pierre Han, Galata.  
 Peet, W. W., American Bible House, Stamboul.  
 Ravndal, G. Bie, American Consular Service, Pera.  
 Snowden, Dr. Albert A., Standard Oil Company of New York, Galata.  
 Stevens, Elbert C., Executive Secretary, Y.M.C.A., Stamboul.  
 Tchertchian, V. D., 60 Mehmed Ali Pasha Han, Galata.  
 Tompkins, V. D., Standard Oil Co. of New York, Merkez Richtim Han, Galata.  
 Vuccino, C., Cité Française, Galata.  
 Vuccino, G., Cité Française, Galata.  
 Weisz, Felix, Manager, Back and Manson, Palazzo Karakeuy, Galata.  
 White, Dr. George E., c/o Near East Relief, Ortakeuy.

## LIFE MEMBERS.

G. BIE RAVNDAL\*,  
 American Consular Service, Constantinople.  
 CHARLES R. CRANE  
 70 Fifth Ave., New York  
 CLEVELAND H. DODGE,  
 Phelps, Dodge Co., 99 John Str., New York.  
 JAMES A. FARRELL,  
 United States Steel Corporation, 71 Broadway, New York.  
 ARTHUR B. FARQUHAR,  
 A. B. Farquhar Company, 44 Whitehall, New York.  
 H. E. HUXLEY,  
 United States Rubber Export Company, 1790 Broadway, New York.  
 GEORGE WARREN BROWN,  
 Brown Shoe Company, Inc., 1018 Washington Ave., St. Louis, Missouri.  
 WM. E. BEMIS,\*\*  
 Standard Oil Company, 26 Broadway, New York.  
 C. H. MINOR,  
 Western Electric Company, 463 West St., New York City.  
 WILLARD STRAIGHT,\*\*  
 LUCIEN IRVING THOMAS,  
 Standard Oil Company of New York.  
 HOWARD HEINZ,  
 H. J. Heinz & Co., Pittsburgh Pa.

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

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

\*\*\*) Died during the war.



## MEMBERS in SALONIKI· Greece.

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**Peppo A. Alvo**, 31 Rue Franque Commission Agent & Representative.

**Sam Arditti**, Rue des Banque No, 1.

**Banque d'Athènes.**

**Benis Frères**, Exporters of raw skins, wool, mohair and opium.

**Haim & Albert Benveniste**, General Importers and exporters.

**Bourne & Co.**, Singer sewing machines.

**Isaac Errera**, Candles ; groceries ; starch.

**Georgiadès Bros. & Co.**, Butter ; chees ; dried fruit—almonds dates, figs, raisins.

**Juda & Salmona**, Copper ; cotton goods ; cotton seed oil ; drugs ; pharmaceutical products ; groceries ; metals—tin, zinc ; lubricating oils ; oleo oil.

**The Levant Company**, General importers & exporters.

**Henri Modiano & Co.**, Rue Franque 39. Cotton goods ; oleo oil, salad cotton oil ; sugar.

**Is. Modiano Frères & Fils**, Cotton seed oil ; soap ; stationery.

**Molho Frères**, Boots & shoes ; cotton seed oil ; concrete & cement ; flour ; importers of coal ; insurance agents ; oleo oil ; shipping & shipping agents.

**Moise Morpurgo**, Cotton goods.

**Barouh Sarfati**, Wool, mohair.

**Albert Scialom & Co.**, Fennel seed ; gum ; mastic ; opium ; popy seed ; saffron.

**Fils de J. Scialom & Co.**, Leather ; nuts ; seed ; opium.

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**Elias Hindié**, Agricultural implements; cotton goods; gum tragacanth; skins, hides, furs.

**Nicolas Hindié**, Importing and exporting; banking; specializing in importation of foodstuffs, and exportation of wool, mohair, gum tragacanth, gallnuls, skins, hides and furs.

**Lorenzo Y. Manachy**, Cotton goods; cotton seed oil; gum tragacanth; hardware, tools; wool, mohair.

**Fratelli Marcopoli**, Guts (Sausage casings); nuts, seeds; wool, mohair.

**Joseph Marcopoli**, Importer of cotton goods, lumber of all kinds, paints and varnishes.

**Habib Mégarbané et Fils**, Dried fruits—almonds, dates, figs, raisins, etc.; general importers, exporters; opium, petroleum; sugar; wool, mohair.

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**Vassileff, Grigor, 112 Ulitza Rakovska, Sofia. Lawyer.**

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**FRANCE**

**Banque Impériale Ottomane, 7 Rue Meyerbeer, Paris.**

**GERMANY**

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**GREECE (for Saloniki, see Page XVI)**

**Philippou, A., 24, Rue du Stade, Athens.**

**The Oriental Tobacco Trading Co., Cavalla. Tobacco.**

**Export Steamship Corp., Yannulato Bldg., Piraeus. Shipping.**

**Sourlanga, E. N., Fils, Mitylene. General merchants and Leather manufacturers.**

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**Elias Thomas Gelat, Jerusalem.**

**The Vacuum Oil Company, Jaffa.**



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**Petrol Block**, Soc. An. Roumaine, Str. Nicolae Golescu No. 5, Bucharest. Petroleum.

«**Romano-Americana**», Societate Anonima pentru Industria, Comerciul si Exportul Petrolului, Stavropoleos 6, Bucharest. Petroleum.

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- Frank C. Clark,**  
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- The Commercial Union of America,**  
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**Jones & Laughlin Steel Co.,**

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**Maple Leaf Milling Co.,**

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**Mather & Co.,**

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**New Moline Plow Company,**

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**Oil Well Supply Co.,**

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**John C. Paige & Sons,**

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**G. A. Stafford Company,**

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**Standard Commercial Tobacco Company, Inc.,**

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**Standard Oil Company of New Jersey.**

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**Standard Oil Company of New York,**

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**The Studebaker Corporation,**

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**U. S. Steel Products Company,**

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**Vacuum Oil Company,**

61 Broadway, New York City.

Exporters of petroleum products.

**Washburn Crosby Company,**

Minneapolis, Minn.

Manufacturers of flour.

**Wellington Sears & Company**

93 Franklin Street, Boston, Mass.

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43 Worth Street, New York City.

Merchants and exporters of cotton textiles.

**William Wrigley Jr., Company,**

400 North Michigan Avenue, Chicago, Ill.

Manufacturers of chewing gum.



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