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Levant Trade Review

PUBLISHED BY

American Chamber of Commerce for Turkey.

TURKEY'S MINERAL WEALTH.

The *Levant Trade Review* desires to invite attention to Turkey's mineral resources which are both rich and varied, and to which reference is made in various reports published in the present issue. While emery stone, chrome, manganese, magnesite, bitumen, and other mineral products of Turkey occasionally are being exported to the United States of America, it is believed that this trade is capable of very considerable development. Inquiries have recently been received here for marble, an article of which Turkey possesses inexhaustible supplies in matchless varieties of color. The *Levant Trade Review* expects that before long a regular line of steamers will be inaugurated carrying Turkish minerals to America, returning with cargoes of American origin, perhaps coal. The *Levant Trade Review* also is hopeful that American capitalists may find it to their advantage to send mining engineers to Turkey for the purpose of leasing or buying and exploiting Turkish mines as a matter of investment.

MINERAL RESOURCES IN THE TREBIZOND REGION.

Asia Minor, in general, and the Trebizond district in particular, is supposed to be rich in minerals. The geological formation of this region resembles that of the Caucasus where great mineral wealth is already demonstrated. In ancient times the early settlers of Asia Minor worked many mines in a primitive way along this coast. Modern methods and development work have not yet been carried far enough to prove what the mineral resources of this district really are. A foreign engineer who has studied the region expressed the opinion that it is "very rich in poor mines", but until some serious exploration of the mineral deposits, veins and croppings has been made no one can tell how rich the mines will prove.

Specimens of ore proving very rich in copper and other metals have been assayed, but as yet little development work has been done in this region and few samples of ore have been assayed.

A tabular statement is appended covering most of the mines in this section. The table shows the name or locality of the mine, the owners, the mineral found, the kind of docu-

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ments held by the owners, distance in hours of ordinary caravan travel from the sea, and whether the mine has ancient or recent workings or not.

In addition to the mines appearing in the tabular statement there are many others more distant from Trebizond about which we have little information.

The following places are in the Lazistan district. At Hopa and Peronite, near the Russian frontier, there are reported to be three antimony and iron mines, two copper mines with a firman, and a rich manganese mine which has a firman and is being worked by a German company.

At Mapavri a large deposit of zinc is reported.

At Achaveh five or six permits for copper prospects have been taken out by the owners of the property.

At Atinous two rich zinc and manganese properties are reported.

At Mirakalos there is a zinc mine with a firman from which good ore is being shipped.

At Riza, Off, Mactandus and at Surmeneh, in the valley of the Kara Dere, there are said to be many properties containing rich deposits of copper, silver-lead and high grade manganese.

In the Erzeroum Vilayet platinum is said to have been found near Kighi.

Owing to the conditions prevailing in this country foreign capital has been reluctant about investing in mining properties here, but it may be assumed that conditions are going to be more favorable. Then if the owners of mining properties are reasonable we may expect that foreign companies will come in here and explore and develop the resources of the country. European engineers are already showing considerable interest in the resources of this region.

§

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

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LIST OF MINES AND MINING CLAIMS

In the region of Trebizond, Turkey - in - Asia.

Locality or name of mine.	Owners.	Mineral.	Documents.	Distance from the Sea.	Ancient work.	Recent work.	Remarks. (Dates are Turkish A. D. 1911=1327).
Yumré	Faik Pasha	Water	Firman	5 hours	Yes	Bath	Firman 55 years date 1307
Yakadjik	Rakji	Silverlead & copper	Firman	—	—	—	Firman, 99 years date 1286
Boghadja	Lambrianidi & Terzopolo	Lead and copper	Permit	4½ hrs.	Yes	No	
Bolaman, Elmali K.	Vassilaki, Terzopoulo	Copper	Permit	4 hrs.	Yes	No	
Fatsa, Boz Dagħ	Panayoti, Terzopoulo	Lead	Permit	5 hrs.	—	No	
Fatsa	Miltiadi, Terzopoulo	Copper	Permit	5 hrs.	—	No	
Fatsa	Mavridi, Terzopoulo	Copper	Permit	5 hrs.	—	No	
Samsoun Kerderlik	Ousta Zade Moustafa	Coal	Permit	10 hrs.	No	No	
Damanli	Government	Silver lead	—	8 hrs.	Yes	No	Concession annuled, 1279
Valoud Tchakarli		Copper zinc, lead and antimony	Permit	7 hrs.	No	No	
Tchanakli		Copper	Permit	7 hrs.	»	»	
Tchanakli Kebesh	Ovaghim Ohanessian,	Copper	Permit	7 hrs.	»	»	
Abdal, Bozat	Krekor Velsecian, &	Copper	Permit	5 hrs.	»	»	
Bazar Sou	Tekbash Zade	Copper	Permit	4½ hrs.	»	»	
Ak Keuy	Vahid	Copper	Permit	2 hrs.	»	»	
Bozat		Copper	Permit	7 hrs.	»	»	
Savran		Copper	Permit	2 hrs.	»	»	
Kirik Gud-jesse		Copper	Permit	12 hrs.	»	»	
Abdal Sou	Braggioti	Manganese	Firman	—	—	Yes	Firman. 99 years date, 1295
Ada	K. Yakourjian	Silver-lead	Firman	—	—	—	Firman, 99 years date. 1303
Zeitunjik	L. Zarafi	Silver-lead, Antimony	Firman	—	—	—	Firman, 99 years date, 1304
Boulandjik Kaiseri		Copper, lead	Permit	5 hrs.	Yes	Yes	
Pir Aziz		Copper	Permit	6 hrs.	No	Yes	
Kerassund	Krekor Veletian, Kerassund.	Copper	Permit	7 hrs.	No	No	
Gudul K.		Copper	Permit	7 hrs.	No	No	
Semail K.		Copper	Permit	8 hrs.	No	No	
Ingus	K. Valessian &	Copper	Permit	3 hrs.	No	No	
Valoud	Tekbash Zade	Copper coal	Permit	3 hrs.	No	No	

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AGENCIES all over ASIA MINOR.

Locality or name of mine.	Owners.	Mineral.	Documents.	Distance from the Sea.	Ancient work.	Recent work.	R marks. (A. D. 1911=1327).
Agalik	Th. Swan Erothers & Co.	Copper	Firman	1 hour	—	—	Firman, 1304
Kizil Kaya		Copper	Firman		—	—	
Kian		Copper, silver- lead	Firman		—	—	
Karairik		Copper	Firman	4			
Karalar		Copper	Firman	to			
Yenikerlik		Copper	Firman	18			
Eskikerlik		Copper	Firman	hours			
Ak Keuy		Copper	Firman	from the sea	Yes	—	Firman, 1304
Tchojen		Copper, Silver	Firman		Yes	—	id.
Karabourgh		Copper, Silver	Firman		Yes	Yes	id.
Sileve-Ograja	Copper, Silver	Firman		Yes	Yes	id.	
Sade-Gure	Copper	Firman		Yes	Yes	id.	
Dere Maden	A. Cingria	Copper	Firman	—	Yes	4 gal- leries	Firman 99 years date, 1312
Emrik		Silverlead	Firman	—	—	—	
Ersail	Government	Copper, lead		5 hrs	Yes	No	Concession annulled
Charly	P. Serafin	Coal	Permit	½ hrs.	No	No	
Kellesse	Lambrianidi and Terzopoulo	Copper	Permit	4 hrs.	Yes	3 gal- leries	
Tanichma		Copper	—	5 hrs.	No	No	
Koulak or Kirlak		Copper	—	6 hrs.	Yes	No	
Kohanlik	Ousta Zade Moustafa	Silver	Permit	8 hrs.	No	No	
Fol Keuy	A. Cingria	Copper, Silver- lead, zinc	Firman	8 hrs.	Yes	Yes	Firman, 99 years date 1313.
Kara Abdal	Chirket Ali Saradj	Copper, lead	Permit	9 hrs.	Yes	Yes	
Siliksa		Mangan- ese	Permit	9 hrs.	No	No	
Platana, Nebsolos		Copper, lead	Permit	5 hrs.	Yes	No	
Platana, Visera		Copper	Permit	4 hrs.	No	No	
Scopia	George Congalides	Copper	—	9 hrs.	Yes	No	
Surmanos		Silver- lead	—	8 hrs.	Yes	No	
Krenassa		Copper	—	11 hrs.	Yes	No	
Kestereh		Copper, iron, lead	Firman	17 hrs.	No	Yes	Firman, A. D. August 1911.
Chiveh		Lead and copper	—	17 hrs.	Yes	—	
Zighana		Copper	—	18 hrs.	Yes	—	

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Locality or name of mine.	Owners.	Mineral.	Documents.	Distance from the Sea.	Ancient work.	Recent work.	Remarks.
Matchka, Icbikiji	Nicolaidi	Copper	Permit	9 hrs.	Yes	No	
id.	Oskinar	Copper, lead, zinc	—	10 hrs.	—	No	
Matchka, Mezahor	Lazareff Hadji Panayotis	Copper	Permit	5 hrs.	Yes	Yes	
Gunuchlu	Ousta Zade Moustafa	Copper	Permit	8 hrs.	Yes	No	
Derbansos	Ousta Zade Moustafa	Copper	Permit	6 hrs.	Yes	No	
Zambour	Medjid Ok- oumuoglou Hemchirli	Silver- lead, zinc	Permit	2 hrs.	No	No	
Spelia	Constantin Clados	Copper	Permit	5 hrs.	Yes	No	
Sourmanos		Copper, Silver	Permit	5 hrs.	Yes	No	
Gallien, Kabroul		Copper	Permit	7 hrs.	No	No	
Gallien, Zemberek		Copper	Permit	8 hrs.	Yes	No	
Gallien, Mezahor		—	Permit	7 hrs.	No	No	
Gallien, Lavadia		Copper, iron, coal	Permit	8 hrs.	No	No	
Zighana		—	Permit	12 hrs.	No	No	
Riak	Ch. Coroxznides	Copper, Silver- lead	—	18 hrs.	No	No	
Adissa		Antimony Copper, Silver- lead	Permit	25 hrs.	Yes	No	
Torena		Copper, Silver	Permit	30 hrs.	Yes	No	
Shana	K. Arabian and H. Nazaganian	Copper iron	Permit	1 hr.	little	Yes	5 galleries
Shana	K. Arabian M. Arabian Nazaganian	Copper and iron	Permit	3 hrs.	Yes	Yes	14 galleries
Galafga	K. Arabian	Copper	Permit	4½ hrs.	Yes	No	
Galafga	Nicolaidi	Copper	Permit	1 hr.	Yes	No	
Simona	Nicolaidi	Copper, lead	Permit	8 hrs.	Yes	No	
Samarouksa Kibir	M. Vostanik	Copper, iron, arsenic	Permit	3 hrs.	Yes	No	
Fournoba	Pichtaphy- dis	Copper, lead	Permit	10 hrs.	Yes	No	

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CONSTANTINOPLE.

Locality or name of mine.	Owners.	Mineral.	Documents.	Distance from the Sea.	Ancient work.	Recent work.	Remarks.
Ishan	Velissarides and Pichta- phydis	Copper and lead	Permit	8 hrs.	Yes	No	
Kofolivadou			Permit	8 hrs.	—	No	
Agris			Permit	40 hrs.	—	No	
Pirghi	Pedrelli	Mangan- ese	Firman	6 hrs.	—	Yes	
Off, Holla	Hadji Sali Captan Zade Ali Nazmi	Copper	—	6 hrs.	Yes	No	
Zimla	Ali Saradj	Copper	Permit	7½ hrs.	No	Yes	
Eraclia	id.	Mangan	Permit	½ hr.	No	No	
Gulense	Ousta Zade Moustafa	Copper	Permit	2 hrs.	No	No	
Zaha		Copper	Permit	2 hrs.	No	No	
Harouksa	Velissarides Frères	Copper and iron	Permit	8 hrs.	Yes	Yes	
Acha			Permit	8 hrs.	Yes	Yes	
Aiven			Permit	8 hrs.	Yes	Yes	
Andanik			Firman (?)	9 hrs.	Yes	Yes	

AMERICAN COAL IN THE LEVANT.

In a letter of July 21st, 1911, Messrs. Hull, Blyth & Co., of London, England, European representatives of Messrs. Castner, Curran & Bullitt of Philadelphia, sole agents for Pocahontas Coal, replied to the American Consulate-General at Constantinople to the following effect:

"... The transportation problem alone has prevented this coal finding a ready market in the Mediterranean as a substitute for Welsh. At the moment we could probably lay down one or two cargoes of Pocahontas coal at the price of 22 shillings c. i. f. Constantinople, but this price could not be relied upon for any period ahead (as freights usually increase in the autumn). Some of the Italian and Austrian Lines regularly trading between the Mediterranean and the United States annually contract for considerable quantities of coal which they themselves consume at their home ports and load into their own steamers at the shipping point for Pocahontas Coal (Lambert's Point Piers, Norfolk, Virginia) in quantities to suit their general cargo arrangements. In this way these lines carry the coal without reference to the fluctuations in the general freight market. In the event of a direct line of steamers, such as you suggest (Odessa-New York) being established, we would consider that Pocahontas Coal would readily become available in the Levant...."



POCAHONTAS COAL.

We print below extracts of a statement issued by Messrs. Hull, Blyth and Co., London, in reference to Pocahontas Smokeless (Semi-Bituminous) Steam Coal:

Since the first development of this coal field, in June, 1883, the demand has steadily increased, the output now exceed-

ing 4,000,000 tons per annum, while appearances indicate that the recent progressive increase will be greatly exceeded.

Pocahontas Coal is brought to the tide water over the Norfolk and Western Railroad to Lambert's Point Piers, Norfolk, Hampton Roads, Virginia, being delivered into vessels (as cargo or for bunkers) direct from the railway trucks.

The Coaling Piers at Lambert's Point (Norfolk Harbour) are the finest in America, the longest being 2,800 feet in length. They afford berths for loading or coaling twelve or thirteen vessels simultaneously, and possess facilities for rapid delivery and accuracy of weight unequalled at any other American port, or probably at any other coal port in the world. To facilitate rapid despatch in loading, about 5,000 tons of Pocahontas Coal are always kept in readiness at the piers, and the simultaneous bunkering or loading of several large steamers is easily practicable as fast as vessels can trim. The piers are in a perfectly sheltered position, easy of access in all weathers, and free from ice in winter. The tide is almost imperceptible and the water perfectly smooth; the depth alongside the piers at low tide is from 26 to 28 feet, with soft mud bottom. No charge is made for wharfage or harbour master's fees; pilotage for steamers calling for bunkers is at one-half usual rates, and ordinary steam tug services for berthing and unberthing are gratis. Ample supplies of cheap stores and fresh water can always be obtained immediately.

At Lambert's Point Piers, Norfolk, Va., about 600 European steamers are annually bunkered and loaded with Pocahontas Coal, which has consequently become thoroughly known and fully appreciated throughout the world as one of the first steam coals existing. A large cargo trade has also been established for U. S. ports, the West Indies and S. American ports, while during the great Welsh coal strike of 1898, steamer cargoes were despatched to London (England), the Mediterranean, East Indies, S. Africa and S. America, being loaded at Norfolk with a rapidity and despatch unknown at Cardiff or other European coal

HERM. A. HOLSTEIN

Established: 1856.

CONSTANTINOPLE

Stamboul, Allalemdji Han, 12-15.

Proprietor: **CARL HOLSTEIN.**

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Walnuts and other articles.

ports. One cargo of 5,000 tons was loaded in 27 hours. Some of these markets will undoubtedly be retained, i. e. wherever the coal can be sold at a price to compete with Cardiff coal - a question entirely of freight rates.

The phenomenal success of Pocahontas Coal is wholly due to its undoubted similarity as a steam fuel (as proved by chemical analysis as well as actual experience), to the best Cardiff Steam Coals. Like Cardiff Coal, Pocahontas is semi-bituminous, not anthracitic, containing an equally high percentage of carbon with a lower percentage of ash, sulphur and other impurities.

STEAM GENERATING PROPERTIES.—Pocahontas Coal is easily ignited, and burns with a long flame and an intense white heat which raises steam quickly. It requires a minimum of attention from the firemen, the "small" quickly coking upon the furnaces and burning as easily as the "large".

Pocahontas coal comes under the denomination of "Smokeless", the volume and character of the smoke emitted in combustion being similar to that of the best Welsh coal, and is much less than from the second class coals of Great Britain.

FREE FROM DANGER OF SPONTANEOUS COMBUSTION.—The absence of impurities, including sulphur, renders this coal entirely free from the danger of spontaneous combustion, which has never yet occurred in any single instance.

Pocahontas coal is invariably carefully inspected by officials of the Company specially appointed for that purpose, when being loaded into the wagons at the mines, whereby absolute uniformity of quality is insured.

In 1889, orders were issued by the U. S. Navy Department to the Commandants of the different Navy Yards that preference should always be given to Pocahontas coal, when procurable, for the steam trials of the new ships of the American Navy. Again, during the war of 1898 between the United States and Spain, this coal was used, almost exclusively, by the United States Navy Department, there being at one time afloat in steam colliers in Hampton Roads ready to sail at an hour's notice,

40,000 tons of Pocahontas. The Chief of Bureau reported to the Secretary of the Navy, that Pocahontas was "the best coal that this country affords".

Further, Commodore Schley significantly telegraphed to Washington, before the operation off Cuba, that any coal sent to him "must be equal to Pocahontas for this work".

Messrs. William Cramp and Sons, the great warship builders, of Philadelphia, invariably bring Pocahontas coal to that Port from Norfolk, although at nearly double the cost of Pennsylvanian descriptions obtainable on the spot, for their trial trip. As a result they have been able to secure the maximum premiums for speed under their contracts.

Pocahontas Coal has been supplied for several years at New York, and is used exclusively by the "Cunard" and "White Star" Lines on their fast boats. Since introducing this coal all previous records for eastward passages have been surpassed by both companies, while the steamers make more knots per hour eastward on Pocahontas coal than westward on Welsh coal.



MINERAL RESOURCES IN THE DISTRICT OF MERSINE.

Iron.—The mountainous region of southern Asia Minor is rich in mineral deposits, principally iron and copper. There has been however little systematic attempt to extract these minerals in modern times with the exception of the operations of the Caramanian Iron Corporation, an English company which has mines near Anamour. A Decauville line transports the ores to Anamour where they are loaded aboard steamers from an iron pier. The principal mine of this company is located at Melleche, ten miles west of Anamour and produced last year 24,000 tons of ore containing magnetic iron and oligiste ($\text{Fe}^2 \text{O}^3$).

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Another mine of the same company is located at Tchaglaik on the bay of Avajik, about twenty miles west of Selefkia, and is rich in sesquioxide of iron hydrate (lemonite) interspersed with brown hematite. There is also a large deposit of iron oligiste about twelve miles west of Selefkia and four iron ore fields about fifteen miles from the town of Alaya which belong to the same company but are not being worked at present.

In the district about Ayas, Yemourtalik and Hamidieh there are deposits of manganiferous iron ore, containing 20.1% of manganese and 29.6% of iron; also magnetic iron ore with 67% of iron and hematite with 55% of iron. These deposits are private property (belonging to Mr Manuel Trypany, Adana) and could doubtless be acquired or leased.

Zinc, lead and silver.— The

Caramanian Iron Company has also opened a zinc mine near Anamour. Last year this mine yielded 400 tons of ore but the output is expected to reach 2,000 tons per annum.

There is a mine of argentiferous lead carbonate situated at Bulgarmaden in the vilayet of Angora. This mine belongs to the Ottoman government and is worked irregularly in the most primitive manner. It consists of from 25 to 30 openings which have a depth of from 200 to 300 metres. The ore is of a very high grade and about a ton of silver is extracted therefrom every year. It contains also a small quantity of gold, about 4 drams per kilo. This mine could doubtless be leased and by using modern mining methods greater results could be obtained.

Chrome.— In the neighborhood of Mersine there are several mines

of chrome ore which contains from 51 to 53 per cent of chromic oxide. In 1910 these mines produced about 1800 tons of ore of which 1,550 tons were exported to France and 200 tons to Germany. The ore is transported by mules to Toumouc, near Mersine, where there is a small pier to facilitate direct loading on steamers.

Copper.—Some assays of copper ore taken from deposits in the Taurus mountains have been made recently but no actual mining operations have taken place.



MINERAL RESOURCES IN THE SMYRNA REGION.

The works of ancient authors have ascribed to this province a reputation for mineral wealth which modern experience does not appear to confirm. The only two metaliferous mines now in actual operation are the mercury mines of Kara Bournou and the antimony mines of Djinli Kaya. Every other attempt at mining has so far proved a failure. Owing to the high value attached by the ancients to various metals and to the use of slave labour mineral deposits which are now considered too poor to be worked were a source of profit.

There are, however, considerable indications of every sort of mineral distributed all over the country and but little really serious work has been undertaken in order to prove the value of the numerous surface lodes which have been discovered.

On the other hand the working of non-metaliferous deposits, such as emery stone and chrome ore, has been carried on, on an extensive scale, and for a long time this province supplied almost the entire require-

ments of the world in these two minerals. At present the absence of transport facilities has obliged the greater number of the chrome mine owners to shut down their works as they have found it impossible to compete against the cheaper ores of New Caledonia and Rhodesia. The production of emery stone, however, is continually on the increase and this province shares with the Greek island of Naxos, the entire supply of the world's requirements. Marble is another article which abounds and there are many famous quarries which would give handsome returns if properly worked.

The principal reason, so far, for the non-success of mining enterprise in this province has been ignorance on the part of mine owners of the very elements of practical mining. Many attempts have been made to open up and develop lodes of copper, silver lead, auriferous pyrites, and mercury with a few hundred pounds and the collapse which must necessarily follow such foolish procedure has been attributed to the poverty of the lode. Again, promising properties are being held by persons whose exaggerated ideas of their value, make it impossible for any competent persons to acquire them. The Turkish mining laws also do not meet the requirements of the country and consequently impede progress.

Taken as a whole, there can be little doubt that much mineral wealth lies hidden under the soil of this province, and with the growing tendency on the part of the government to encourage industry there is every possibility that in course of time many profitable mines will be opened up.

The known minerals are:—

Gold.—Ancient authors have dwelt on the golden sands of the Pactolus

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and on the mines of the Lydian ranges. At present what is known is confined to traces of old workings which spread over the Tmolus range of mountains and reach up to the hills about the town of Smyrna. Of these old workings the only ones upon which capital has been expended, are the mines situated near Smyrna known as the gold and silver mines of Arap-Guez-Dagh and Tchilek Dagh. The gold is here chiefly found to be associated with decomposed iron pyrites and the ancients appear to have worked only so far as the oxide existed. The different lodes have been exposed to view and it is now expected that serious production works will be commenced. After the Smyrna mines, those in the neighbourhood of Sardis have received the greatest attention, there one can see considerable indications of old workings and there are large quantities of slag spread over the country. Between Sardis and the town Baidir continuous indications exist which have so far received practically no attention whatsoever. Besides the old workings there are numerous outcrops of mispickel ores (arsenical pyrites) almost all carrying both gold and silver; many of these deposits have been worked but it has invariably been found that the ore pinches out after a few metres of depth.

Silver.—Except when associated with galena, mispickel or oxide of iron, no silver appears to exist in this province.

Copper.—This metal seems to be very widely distributed all over the country but so far no mines have been worked. While many indications exist, none are sufficiently important to attract capital.

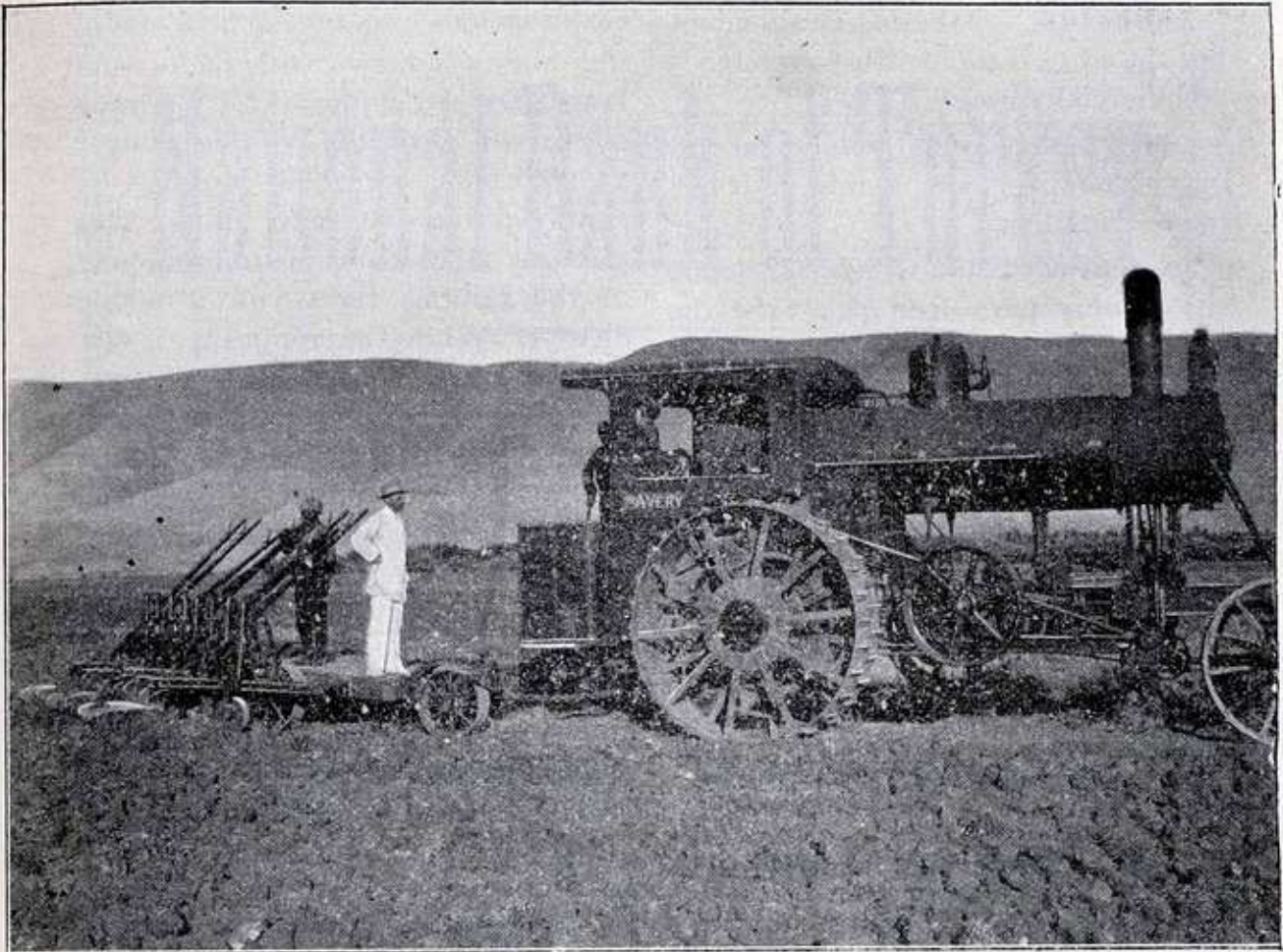
Mercury.—There are large quantities of this ore all over the province

and it is probable that the mining of quicksilver will become one of the most important industries of the country. At present the only mine worked is the Kara-Bournou mine situated on a headland at the entrance of the bay of Smyrna. The ancients gave considerable attention to this ore and their works are to be seen near the town of Odemish where the Ephesians owned a property, the produce of which is said to have been utilized for the treatment of the gold ores found in the Tmolus. The ancients however appear to have confined themselves to the rich lodes and to have neglected the large masses of poor stuff which modern appliances can now treat profitably. It is just these masses of low grade mineral which promise greatly to develop the mining industry of the country.

Lead.—Whatever old mines exist seem to have been thoroughly worked out and all attempts to develop new sources of production have proved a failure.

Zinc.—A considerable amount of money has been expended in attempts to develop zinc mines all over the province but for the present none have been able to give any return. The only mines which have been worked on proper lines are those of Kimituria situated near the sea shore on the coast opposite the island of Samos. For the moment work has been suspended but will probably soon be resumed.

Antimony.—This is another mineral which is very widely distributed but does not command attention owing to the very unsatisfactory condition of the market. The Djinli-Kaya mines are the only ones worked. About 1000 tons are produced annually.



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Asbestos.—Asbestos is abundant but the fibre is too brittle to render it commercially useful,

Mica.—Mica exists but so far the only attempt made at mining it has proved a failure.

Iron Ore.—Some wonderful deposits of very pure iron ore exist on the Besh-Parmak mountains; unfortunately the cost of a railway to the sea would be too great to allow of their being profitably worked. Besides these mines, there are many other deposits of good ore but so far none have been found to be situated sufficiently close to the sea to allow of cheap transport.

Chrome Ore.—At one time this industry was the most important dealt with by the mining department, at present the exports are confined to low grade ores which represent the leavings of the first concession holders. Many large and rich masses of this ore exist but their situation makes it impossible to transport the ore at a profit. Possibly money judiciously spent in a narrow gauge railway might open out new sources of supply which would once more revive this dying industry.

Emery Stone.—Large quantities of emery stone are shipped annually and all the known quarries are in the hands of a few owners who practically monopolize the trade between them.

Alum, Magnesite, Steatite, Pyrites, Fullers Earth.—All these minerals abound but are not worked owing to their cheapness.

The mineral shipments from the Smyrna district are confined to emery stone, chrome ore, antimony and mercury. That other ores will be added to this list there can be no doubt, but it is doubtful whether any

really serious impetus can be given to the mining industry while the present law exists. An applicant for a mining concession can extend his rights over an enormous area of country by simply giving extensive limits. This virtually gives to one man a monopoly of the mining rights of a whole district. While the applicant is taking advantage of the extensive delays allowed by the regulations, in order to retain and extend his rights, others are debarred from prospecting for ores in the most likely spots about the country. Even after a concession has been granted, it is generally found that the owners have not the means to develop properly the numerous indications and consequently confine themselves to one or two spots leaving the major part of the lode undeveloped. Were the mining rights to be more easily obtained and were such rights to be confined to limited areas, there is no doubt that a great impetus would be given to mining by the booms which new discoveries would give to districts, and where one man now has the monopoly of a whole range of mountains, there would be a number of claimants, all attacking the lode at different spots.

The following table shows the quantity and the estimated value of the mineral production in the Vilayet of Smyrna for the year ending February 17, 1910:

ARTICLES	Estimated Value	Tons
Emery	\$278,394	\$17,575
Antimony	3,532	71
Chrome	147,293	13,854
Mercury	78,801	89
Silver lead	2,154	82
Manganese	49	6
Arsenic	79	3
Lignite	12,315	5,598
Total	<u>\$522,640</u>	<u>\$37,278</u>

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A MODERN ORE SHIP.

That modern industry recognizes no arbitrary nor patriotic limits of nationality is vividly illustrated by the new steamer, the *Tellus*, which is the largest vessel ever built abroad for carrying mineral products on the Atlantic. The *Tellus* is owned in Norway, was designed and built in England, carried a maiden cargo of Swedish iron ores to the port of Philadelphia, and is chartered for 9 years by the Nova Scotia Steel & Coal Co. to transport ores from its well-known submarine iron mines at Wabana, Newfoundland.

The *Tellus* recently made her maiden trip from Narvik, Norway, carrying 11,600 tons of Swedish iron ores assigned to the Warwick Iron & Steel Co., Pottstown, Pennsylvania. Incidentally the ship christened with her first cargo the new modern ore pier of the Philadelphia & Reading Railway Co. at the Port Richmond wharves, Philadelphia. The *Tellus* has a carrying capacity of 13,000 tons of iron ore, the area of its four holds aggregating 556,040 cu. ft. One 32 by 30 ft. and four 36 by 30 ft. hatchways facilitate loading and unloading. Derrick hoists at each hatchway unload the ores and are operated by 11 steam winches.

The *Tellus* is built of steel, is 445 ft. long, 60 ft. beam, has a molded depth of 31.5 ft. The engines are triple expansion, developing a 51-in. stroke, and 3000 h-p. A bunker capacity of 1257 tons of coal supplies nine furnaces for three marine boilers. The *Tellus* attains a 12-knot speed.

Illustrated Shipping.

MANGANESE IN FOUNDRIES.

Manganese is a metal that for many years was regarded as a deleterious material which ruined the quality of iron or steel, yet this metal proved the salvation of the Bessemer process, and more recently Hasfield discovered that the addition of manganese in larger quantity than had hitherto been deemed permissible gave us "manganese steel," one of the most wonderful products known to man, possessing the rare combination of extraordinary strength, hardness and ductility.

§

MINERALS FROM TURKEY

Minerals from Turkey were exported to the United States as follows:

	1908.	1909.	1910.
Emery... ..	\$132,404	\$180,778	\$320,865
Bitumen ...	—	638	—
Magnesite ...	—	6,416	—
Chrome Ore.	5,314	—	35,014
	\$137,718	\$187,832	\$355,879

All of these shipments, except the bitumen which came from Beirut and the magnesite which came from Salonica, should be credited to Smyrna.

§

AMERICAN CEMENT INDUSTRY.

Portland cement was first imported into the United States from Germany, competent authorities inform us; then the discovery followed that in America there also existed material from which the product could be manufactured. When, finally, Americans became interested in the product, with characteristic energy and enterprise they forced their way to the front, and with improved methods and appliance

§

forged ahead until to-day American Portland cements are the acknowledged superiors of any in the world, not only in the quality of product and improved methods, but likewise in quantity. In one region alone, that known as the Lehigh Valley District in Pennsylvania, more Portland cement is produced than the production of Germany and England combined.

Within a decade (1899 to 1909) the cement industry of the United States has increased twelve hundred per cent. And this growth has been due to the fact that the American public has been quick to grasp the possibilities of this adaptable material. Here is an ideal building material, a stone that does not have to be hewn from solid rock, but merely mixed up like a paste with broken stone and sand and then poured in place. Could one ask for anything simpler or more opportune at a time when every effort tends toward time and labor saving?

Portland cement is a chemical composition, a trisilicate of lime and alumina. It can be manufactured wherever these materials can be found. In the Lehigh Valley, Pa., district., where for a long time 75 per cent of all the Portland cement in the United States was manufactured and where to-day about 50 per cent of it all is still manufactured, there are extensive natural deposits of what is known as cement rock, which, with the addition of a small percentage of lime, contains the ingredients before mentioned. This raw material is quarried and in various ways conveyed to the plants, where with a system of crushers and pulverizing machines it is crushed and reduced to a very fine powder. The process is continually controlled by chemical analysis, a corps of expert chemists being in charge of this work

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night and day. The resulting pulverized raw material of the proper chemical composition is then fed to rotary kilns, where it is burned to what is known as "cement clinker".

In the early days in Germany and England, as well as in the United States, Portland cement was burned in what were known as dome kilns, the mixture of limestone and shale in various shapes being set in these kilns with alternate layers of coal or coke, the product of a kiln seldom exceeding 100 barrels a day. In the year 1890 one of the largest Portland cement companies began experimenting with and rapidly developing what is now known as the "rotary kiln". This, to-day, is being used for calcining Portland cement in every mill in the United States and is gradually though surely succeeding the old dome kiln in Germany and England. These

rotary kilns produce from 500 to 3,000 barrels of Portland cement per day according to their size and they alone have been largely instrumental in cheapening the cost of the manufacture to such an extent as to make Portland cement a cheap and economical building material.

Briefly described, a rotary kiln is a steel cylinder, six to twelve feet in diameter and is continuous in operation, the raw material being fed in at one end, and the finished product being discharged at the other end, toward which it travels by reason of the inclined position of the kiln and its rotary motion. During the passage of this raw material from one end of the kiln to the other, perfect calcination is obtained by the injection of pulverized coal into the kiln by means of an air blast, the coal being ignited as it enters the kiln. The resultant clinker is then cooled and pulverized into a very fine powder and becomes the Portland cement of commerce. This process has been the serious problem of cement manufacture, as therein also lay an opportunity of lowering the cost of production.

American Industries.

MAGNESIUM.

The consumption of magnesium in the United States in 1910 did not exceed that of the previous year, the total probably being valued at not more than \$12,000. This metal, however, seems destined to have a much wider use in the near future, because magnesium has been found to be of greater value in refining steel than aluminum, and also because of the great interest now being aroused by the remarkably light and strong alloys which are produced by the proper admixture of small amounts of zinc with magnesium. These alloys are reported to be stronger than the

aluminum alloys and have a specific gravity of about 1.8 as compared with 3 for the lightest commercial alloys of aluminum. Thus, the magnesium alloys weigh only 60 per cent. as much as the aluminum alloys, and are already reported to be finding an extensive use in aeroplane manufacture.

The alloys of magnesium with from 2 to 4 per cent. zinc can be wrought and rolled, and present the fracture of fine steel. Various degrees of hardness and corresponding coefficient of expansion can be obtained. The alloys can be readily cast and turned like brass or copper, without the use of soap or petroleum, and they resist the action of air and water.

In view of the fact that bulk for bulk magnesium can be manufactured for a less cost than aluminum it is destined to become a strong competitor of the latter metal wherever its characteristics of great lightness are desirable.

Magnesium has been selling for about \$1.25 per lb. in the United States, but it is expected that this price will be reduced to about 50c. in the near future.

Engineering and Mining Journal.

§

The average exportation of Italian marble to the United States is valued at \$1,000,000 a year.

§

CHROMIC IRON-ORE INDUSTRY.

[From Bulletin by U. S. Geological Survey.]

The quantity of chromic iron ore produced in the United States and marketed in 1910 amounted to 205 long tons, valued at \$2,729, as compared with 598 long tons, valued at \$8,300 in 1909. The ore was mined in Siskijou and Shasta Counties, Cal., and was used for lining local furnaces. The stock of chromite at the mines at the close of 1910 amounted to about 402 long tons, according to reports received by the Survey. No domestic ore was reported as used in the manufacture of chrome alloys, potassium, bichromate, chrome paints, dyes, or other chemical materials.



Constantinople terminal of the Bagdad Railroad, situated at Haïdar-Pacha on the Asiatic shore.

Chrome ore is used extensively in the manufacture of ferrochromium, employed for making special steels, alone or in combination with tungsten, manganese, nickel, or other steel-hardening metals. It is also used for lining copper, lead, steel, and other furnaces where the corrosive action is very great. For this purpose it is used either in the crude form or as chrome brick. A third use of chromite is in the manufacture of various chromium compounds, such as oxides and metal chromates for use as pigments and as dyes, and alkaline bichromates for use as mordants and as tannages.

The price of chrome ore varies from \$10 to \$20 per ton, according to grade of ore and conditions of supply. Imported ore from New Caledonia carrying 50 per cent chromic oxide was quoted in New York in 1910 at an average price of \$15 per long ton in carload lots, exclusive of cost of

transportation. In 1909 the price averaged \$16.24 per ton. If the chromic oxide exceeds 50 per cent the value of the ore rises in proportion; if the chromic oxide is less than 50 per cent the value of the ore decreases at a more rapid rate. The price of the California ore is governed almost entirely by local conditions, as there is little or no competition with foreign ores.

The price of chrome bricks f. o. b. Pittsburg is \$175 per thousand. American potassium bichromate was sold at $7\frac{3}{8}$ cents to 8 cents per pound and the Scotch product at $10\frac{3}{4}$ cents per pound in the latter part of 1910.

During the last seven years important quantities of chromite have been imported from New Caledonia, Greece, Canada, Great Britain, Asiatic Turkey, and Japan, and minor quantities from European Turkey, Belgium, Germany, France, Cuba, Australia, Tasmania, New Zealand, and Portuguese

Africa. In 1910 Canada exported 15 short tons of chromite, valued at \$150, according to the official preliminary reports, as compared with 1,794 short tons, valued at \$20,858, in 1909. The total imports of chrome ore in 1910 amounted to 38,579 long tons, valued at \$415,768, as compared

with 39,624 long tons, valued at \$460,758, in 1909.

The following table shows the imports for consumption of chrome ore and of various manufactured chromium products into the United States from 1906 to 1910, inclusive:

Year.	Chromate and bichromate of potash.		Chromic acid.		Chrome ore.		Total value.
	Pounds.	Value.	Pounds.	Value.	Long tons	Value.	
1906.....	30,098	\$2,124	1,307	\$331	43,441	\$557,594	\$560,049
1907.....	18,171	1,307	1,834	403	41,989	491,925	493,635
1908.....	216,081	15,453	3,805	708	27,876	345,960	362,121
1909.....	537,017	28,837	7,559	1,412	39,624	460,758	491,007
1910.....	406,790	19,539	2,850	1,635	38,479	415,768	436,972

MINERAL RESOURCES IN THE HARPUT REGION.

A glance over central Asiatic Turkey reveals the existence of valuable mineral deposits. Its rich mines were worked in classic times and many of the ancient regions of operation are still furnishing valuable ore.

Copper.—There are two copper mines at Tépé-Han (Puturgué) and Kaval-Ooshaghi (Malatia). These mines were worked several centuries ago, but are now in ruins. The copper mine at Arghani-Maden is situated on the road between Harput and Diarbekir and is one of the most important and richest mines of Turkey. It was discovered in 1096 and has been worked for the last few centuries under the control of the Government. The annual output is estimated to be more than 6,000,000 kilograms. An analysis of this shows: copper 30%, iron 40%, and sulphur 30%. It is said that there is also gold but in very small proportion. Indications of copper are found at Sin (Dersim), Karan (Puturgué) and Khosta (Eguin).

Silver.—The silver mine at Geban-Maden is thirty miles west of Harput

on the shore of the Euphrates River. For a time it was run satisfactorily under the control of the Government, but about 40 years ago it was closed owing to the scarcity of fuel and to mismanagement. The galleries have sunk and the buildings, erected on the American style, have fallen in ruin. From one ton of crude ore this mine yielded 135 kilograms of lead, 1 kilogram of silver and 0.007 kilograms of gold. There are traces of silver and lead at Khosta and Baghirsak-Deresi (Eguin) and at Birvan and Piran (Geba-Maden).

Gold.—The gold mine at Halori (Khozat in the Dersim) was worked at an unknown but ancient period as the ruins indicate. Traces of gold have been found on the surrounding mountains near Harput and at Puturgué. Some gold dust has been gathered during the spring season in the valleys of the Harput mountains.

Coal.—Numerous veins of mineral coal are seen at different points in this district. There are important traces at Chemishgezek, Bestek (Palu) and Meshrak (Puturgué), etc. None of them has been exploited as yet.

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Lux Prime Summer Yellow - -
Lucy Prime Summer Yellow -
Star Summer Yellow - - - -
Ruby Prime Winter Yellow - -
Ambra Prime Winter Yellow -
Crystal Pure Salad Winter Yellow
La Perla Choice Summer White
Santa Choice White - - - -

Represented in :

CONSTANTINOPLE,
SMYRNA,
SALONICA,
GALATZ (Roumania),
BELGRADE (Servia),
SOFIA (Bulgaria).
VALETTA (Malta),
ALEXANDRIA

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

WRITE FOR PARTICULARS.

Nitre.—This salt is found at Izoli on the Euphrates River at the ferry on the road between Harput and Malatia. It is in the hands of the Koords who use it to make their gunpowder.

Marble.—At several points on the Euphrates River are found different kinds of marble. Among these the quarries of Geban-Maden and Saghman (Perteg) are famous for their quality. All of these have been closed for a long time.

Lime Stone and Gypsum.—Several quarries of limestone and gypsum are found in different parts of this district. The local annual consumption is increasing, there is no exportation.

Hot and Mineral Springs.—*Shoshe of Koombardj* is situated 8 miles south of Harput and its water is cold and drinkable. According to an analysis of the water it consists of sulphuric acid, calcium in large quantity, iron, hydrochloric acid, carbonate alkali, manganese and silicate of potassium. The taste of the water is excellent, but it is rarely used by the people.

Khoorbet-Mezerh is a cold sulphur spring 4 miles to the East of Harput.

Tchermig is a hot sulphur spring near the copper-mine of Arghani-Maden. The sulphur in this water is abundant. A thousand sufferers from rheumatism and skin troubles come annually to this mineral bath.

Perri Tchermigi is a sulphuric hot spring found near Perri (Dersim). It is as good as the one above at Tchermig, but it is smaller.

A hot spring is found at *Antchirti* on the shore of the Euphrates River. One may see here the remains of a Roman bath. The water of the spring is drinkable although the taste is acid.

Many other natural hot and cold mineral springs are scattered over this district, but they have not been investigated. There are also traces of the following mineral deposits in this district: petroleum, salt, graphite, aluminum, mica, asbestos, emery, silica (white lead), ceruse, galena, litharge, argil ferruginous and flint, many of which are still untouched. Some of these are used in their natural state for making paint, etc.

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In Alexandria a showroom of American goods is planned.

§

COMMERCE OF GREECE.

From the report of American Vice-Consul-General Bernard Melissinos of Athens, for the year 1910, it is learned that the foreign trade of Greece for that year amounted to \$57,137,536 as compared with \$30,591,423 (against \$26,229,994 in 1909) and exports \$26,546,113 (against \$19,572,643 in 1909).

Imports from United States to Greece.—In 1909, the latest statistics available, the total of imports from the United States into Greece was given as \$903,302, the principal articles being wheat, metals, petroleum, hides, cotton and cotton goods, machinery, iron pipes. The Vice-Consul-General observes that "there can be no doubt that the foregoing figures are far below the actual amount of trade at present."

Exports from Greece to United States.—The following table gives the value of the exports to the United States as invoiced through the American consular offices in Greece during 1909 and 1910:

A. & M. KARAGHEUSIAN

Importers of

Oriental Rugs

890, Broadway, NEW YORK CITY.

MAIN BRANCH AT CONSTANTINOPLE,
Astartjian Han, STAMBOUL.

Buyers in the Principal Producing Centres
of Turkey and Persia.

MANUFACTURERS OF DOMESTIC FLOOR COVERINGS,
MILLS AT FREEHOLD, NEW JERSEY,
U. S. AMERICA.

SELLING AGENTS FOR THE
Bremer Linoleumwerke
of DELMENHORST, GERMANY.

Articles.	1909	1910
Books.....	\$5,383	\$10,074
Butter.....	4,466	6,293
Caviar (red).....	6,516	9,413
Cheese.....	224,615	298,795
Fish.....	3,654	10,996
Fruits and nuts:		
Almonds and wal-		
nuts.....	1,796	4,933
Citrons and lemons.	39,531	81,982
Currants.....	1,256,004	1,561,982
Figs.....	42,975	32,533
Olives.....	128,824	280,285
Glycerin.....	4,733
Marble.....	92,054	72,224
Oils:		
Olive.....	150,945	182,253
Sulphur.....	47,450	129,279
Ores:		
Chrome.....	71,494	98,668
Copper.....	44,490
Emery.....	7,459
Iron.....	9,535	120,630
Magnesite.....	35,089	46,793
Personal effects.....	737	4,731
Rugs.....	846	4,420
Sheep casings.....	1,197	4,969
Silk, raw.....	4,827
Skins.....	58,269	82,252
Sponges.....	31,299	35,529
Tobacco.....	65,244	123,592
Wines and liquors:		
Brandy or beverage		
spirits.....	38,380	47,190
Liquors.....	11,869	20,101
Wine.....	9,241	8,696
All other articles....	9,752	16,743
Total.....	2,348,961	3,289,352

An appreciable increase is shown in practically all the articles of export to the United States, attributed to the healthier financial condition prevailing in Greece during 1910 and also to a steady development of commercial relations between the two countries, due no doubt to the large number of Greeks annually establishing themselves in the United States.

AMERICAN GLUCOSE IN GREEK JELLY INDUSTRY.

[From American Minister Georges H. Moses Athens, in "Daily Consular and Trade Reports".]

The National Assembly of Greece during its closing session enacted an

amendment to the tariff law in virtue of which glucose may be admitted into Greece free of duty when intended for manufacture into sweets for export.

This action greatly facilitates the operation of a recently drawn contract by which a well-known Greek firm is to manufacture currant jelly in Greece on an extensive scale for export to the United States, utilizing as an important ingredient American glucose furnished by a New York firm. The arrangement, which looks to the establishment of a number of currant-jelly plants in Greece, extends to 1925. It permits the use of 12,000 tons of glucose the first year, and increasing amounts in the future, as the development of the business warrants.

This will have the double effect of providing a market in Greece for this important American corn product, and of enabling the Greek company concerned to dispose of a portion of the annual surplus of the currant crop which it is under contract to take from the Privileged Co. It will also promote the sale of glasses, jars, and other containers, labels, etc., from the United States, since it is the idea of the parties to the undertaking to obtain all this material from America.

STEAMSHIP COMMUNICATION WITH GREECE

In the latter part of 1911 the Austro-Americana Steamship Company will launch a new fast transatlantic liner to ply between Trieste, Patras and American ports.

The National Steamship Company of Greece will also launch a new fast liner for service between Piraeus, Patras and American ports. The vessel will be ready for the service toward the close of 1911.

Crédit Lyonnais

Fondé en 1863

SOCIÉTÉ ANONYME

Capital : Frs 250.000.000 entièrement versé

Réserves : Frs 140.000.000

AGENCE PRINCIPALE

Grand' Rue de Galata, Karakeui, Yéni Han

Directeur : A. M. Gorgoly

Sous-Directeur : G. Tanqueray

Bureaux de quartier : à PÉRA Grand' Rue de Péra, N^o 333,

à Stamboul : Place Sultan Hammam, Allahverdi Han.

L'Agence principale et ses bureaux font toutes opérations de banque.

Ils possèdent des coffres-forts à louer défiant toute concurrence comme solidité et modicité de loyer.

Des Salons sont mis à la disposition des porteurs de lettres de crédit tant à l'Agence Principale qu'à son Bureau de Péra.

Le Bureau de Stamboul fait des avances sur marchandises et accepte des marchandises en dépôt libre dans son dépôt spécial de Sirkédji.

The growth in communication between the Levant and the United States within the past seven years is worthy of note and indicative of a growing commerce. Within that period there have been established three direct services—the Austro-Americana Steamship Company, the Hellenic Transatlantic Line and the National Steamship Company of Greece. All these lines call at Patras, giving frequent sailings between Patras and New York and other ports of the United States.—*Exporter's Review*.



III.—TRADE IN THE NEAR EAST.

[By Major John M. Carson in "Daily Consular and Trade Reports."].

Opportunities for the introduction and sale of American products in Mediterranean countries and those of the Near East are numerous and varied. Articles produced and largely consumed in the United States are

found in those countries, and their sale is in proportion to the methods used in pushing them. In this respect trade in foreign countries is the same as in the United States. No matter how useful and meritorious an article, it will not sell itself. It must be exhibited and its qualities made known through proper agencies and liberal advertising. This fact has been recognized by some American manufacturers, and in all such cases good results have followed. Indeed, the measure of success has been so great that in a number of instances it was found advisable to establish branch factories in Europe to meet the foreign demand.

It must be assumed that any commodity of approved merit and popular use in America may be profitably placed in a foreign market. The inherent value and apparent utility of

commodities may commend them to favor, but to make them popular they must be adapted in form and quality to the local taste, and must be presented with tact and pushed with intelligence and persistency.

This can be done only through knowledge of local requirements, which include the habits, tastes, and prejudices of the people and the business methods of the merchants. Such knowledge can be acquired most readily through personal inquiry and observation by manufacturers or by their immediate representatives, who have thorough acquaintance with the composition and the construction of the products to be introduced and full authority to act for their principals. Through these direct agencies the products may be made to conform in every particular to local requirements and information be secured as to the character and the responsibility of local merchants, their methods of doing business, and the best channels for transmission of merchandise.

With this knowledge the matter of credit would be easy to arrange and one of the hindrances to the extension of American trade would be removed. In every instance of successful invasion of the markets under consideration this course was adopted and is maintained, annual visits being made by the principal, or a competent representative, to the main points of distribution and sale. If the character of the goods makes it advisable to establish agencies for distribution, that course is followed, and through such agencies small supplies are maintained and orders promptly filled.

In this presentation of the foreign field consideration was not given to the noteworthy success of the Singer Sewing Machine Co., International

Harvester Co., American Radiator Co., and a few other very large American concerns that have erected establishments in several European countries to supply the constantly growing demand for their products. These firms are now mentioned only to illustrate and give force to the foregoing recommendations. The success of the American shoe, the American typewriting machine, fountain pen, safety razor, certain manufactures of lumber, including household and office furniture, and other products that will suggest themselves, is largely attributable to the business methods described, and the sale of all these and of other American products adapted to foreign requirement may be promoted in markets where they are now unknown, and enlarged in those where they have gained entrance, by the adoption of and persistent adherence to the policy described.

OPPORTUNITIES IN EGYPT.—In Egypt there are good openings for the introduction of machinery and other manufactures of iron and steel. Steam pumps and wind-mills are rare in that country, notwithstanding the great need of such agencies in lifting water from the Nile and from the large ditches, as required from time to time in irrigating the land. This work, so essential to the production of crops, is being performed by the laborious and tedious methods of the days of the Pharaohs, and to a limited degree this is true of the methods of cultivation.

Manual labor is cheap in Egypt and some other countries of the Near East and of southern Europe, but the relative cost of manual and mechanical labor is secondary to their respective productivity. This applies perhaps with greater force to Egypt than to

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IMPORTATEURS, EXPORTATEURS ET AGENTS.

96, Wall Street, NEW YORK

Exportateurs de tissus cotons Américains de tous genres.

EXPORTATEURS D'OLEO AMÉRICAIN
ET D'HUILE DE COTON.

*Seuls Représentants des Messrs. COLGATE & Co. pour savons, parfums
et d'extraits pour la toilette.*

*Agents Exclusifs pour les TELESCOPE COT BEDS, ainsi que pour beaucoup
d'autres articles de fabrication américaine convenable spécialement
au Levant.*

GILCHRIST, WALKER & CO.

ESTABLISHED IN TURKEY OVER 30 YEARS.

General Agents for Levant of The Corn Products Refining Co. and
National Starch Co. of New York.

IMPORT. * EXPORT.

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Steamship Agents, Coal Merchants, Ships Brokers.

Tchindli Rihtim Han, Constantinople.

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

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

DIRECTORS OF
"NORWICH UNION" LIFE INSURANCE SOCIETY

FOR TURKEY, EGYPT, BULGARIA AND GREECE.

BANKERS:

NATIONAL PROVINCIAL BANK OF ENGLAND.

the other countries referred to. The marvelous fertility of its soil, the general climatic conditions, the peculiarity, variety, and uniqueness of its products, and the necessity that obtains for some of them in near-by as well as occidental markets, combine to demand that modern methods and machines be employed to increase the quantity and improve the quality of the harvest. Portable steam pumps, farm machinery and implements, traction engines, and section and iron bridges to cross irrigation ditches, which would be of light construction, so they can be readily removed from place to place, are urgently needed in Egypt. A visit to the country by some of the enterprising manufacturers of the United States would enable them to understand and meet the requirements.

Electric machines and appliances, including elevators of steel construction and modern design for use in warehouses, apartment houses, office buildings, and hotels, and builders' hardware, doors, window shutters and sashes, pine and oak boards, structural iron and steel, plain and galvanized corrugated-iron sheets, rods and wire of various gauges, iron pipe of all sizes, plumbers' supplies, including fixtures for bathrooms and lavatories, would all find ready sale in Egypt under intelligent and persistent effort.

ARTICLES IN DEMAND IN ASIA MINOR—COTTON GOODS.—Most of the articles named in the foregoing paragraph are needed in Asia Minor and could be supplied through Smyrna and ports of Syria. In addition Smyrna offers a good market for the sale of motor boats, typewriting and sewing machines, agricultural implements, office furniture, cotton piece goods, boots and shoes, compound lard, and a

number of other commodities that could be supplied by American manufacturers. In previous reports on general trade, conditions in Egypt and the Near East were pointed out, but the field is so large and inviting and time and circumstances so favorable that repetition may be justified.

In cotton piece goods it would seem that the United States should find a market in Asiatic as well as European Turkey, in which there is a vast consumption of cotton cloths. The United Kingdom sells annually in Turkey upward of 400,000,000 yards of cotton piece goods, valued at about \$22,000,000, one-half of which is composed of plain unbleached and bleached cloth. The exportation of cotton goods of all kinds by the United States in the calendar year 1910 aggregated 295,736,336 yards, valued at \$20,271,204, of which the quantity exported to Turkey and its dominions, including Egypt, was too insignificant to secure specification in the official reports. Yet, aside from Turkey, the sales of the United Kingdom to Egypt in 1910 were 286,677,300 yards of cotton piece goods, valued at \$16,372,176.

A merchant of Smyrna who sells large quantities of cotton goods, and who is anxious to handle those of American make, exhibited to me plain white piece goods made in Massachusetts which he was obliged to purchase through an agent in England because the American manufacturers declined to sell direct. The Smyrna house is one of long standing and excellent credit and is prepared to pay cash upon delivery. I found similar conditions in Constantinople. In this way American standard goods are made to contribute to the volume and prestige of British trade.

Code A B C Fifth.

Telegraphic Address:
"AMTRADE", CONSTANTINOPLE

AMERICAN TRADING COMPANY

Import and Export-Commission

Noradoung Han, Galata,
CONSTANTINOPLE.

We import **only** American Manufactures
and export **solely** to the United States.

**Machinery, Safes,
Builders' Hardware,
Leather Goods, Oils.**

IHMSEN & CO.

Merchants & Agents

STAMBOUL - CONSTANTINOPLE.

Established in 1841

Telegraphic Address: "IMSENCO", CONSTANTINOPLE.

Exporters of Otto of Roses,
Opium, Gum Tragacanth,
Carpets and Rugs, Wool,
Mohair, Furs, Skins.

AMERICAN TRADE WITH TURKEY.—The total sales of American products in 1910 to Turkey and its dominions is placed at \$3,806,838, divided as follows: Turkey in Europe, \$1,572,976; Turkey in Asia, \$897,996; Egypt, \$1,321,634; Tripoli, \$14,232. These represent direct shipments. It is highly probable that a considerable quantity of American goods goes by way of England and Germany and is credited to the commerce of those countries, but such indirect shipments would not materially add to the total of the figures given. Against this paucity of American exports to Turkey the value of purchases from that country is in startling contrast, the aggregate for 1910 being placed by United States official figures at \$28,605,106, of which \$13,507,873 is credited to Egypt and and in the main represents the value of cotton purchased in that country.

AMERICAN FLOATING EXPOSITION TOUR.

An interesting project has been undertaken by a wellknown travel bureau of New England which should result in establishing closer trade relations with the Latin-American countries. It is proposed to charter a steamship and to arrange suitable accommodations on one of the main decks of the vessel for about 100 commercial exhibits. The strictest care will be taken by those in charge of this expedition to accept only exhibitors of recognized standing.

This commercial-exposition ship, with a party of about 300, it is proposed, will leave New York early in November and visit the various ports of Cuba, Porto Rico, Jamaica, Colombia, Venezuela, Brazil, Argentina, Chili, Bolivia, Peru, Ecuador, Panama

and Mexico, arriving in San Francisco toward the end of January, 1912. The tour will then probably be extended to the Orient and the vessel will return through the Suez and Mediterranean, visiting many important ports. Efforts are to be made to make the stay of this exposition ship at every port of significance and value for a promotion of the export trade of the United States. Banquets will be given to leading citizens of the cities visited and a campaign of advance publicity is to be inaugurated.

Similar methods of trade extension have been used quite successfully in a number of European countries, and this proposed tour, which is apparently the first commercial cruise expedition from the United States, will be watched with great interest.

An international exposition will be opened in Sophia, Bulgaria, next spring. The committee has the cooperation of various manufacturers in England, Germany, France, Belgium and the United States. The exhibition will commemorate the twenty-fifth anniversary of the proclamation of the present King Ferdinand as prince of Bulgaria. The coronation of King Ferdinand is also set for next spring.

For the first time in the history of Russo-American trade relations, the United States of America has taken its position as second nation in its exports to Russia. The figures of the first five months of 1911 show Germany as the leading exporter to Russia, with a record of \$93,707,000; the United States second, with \$29,073,500, and Great Britain third, with \$25,094,000. The total exports from the United States may be classified as follows:

The Oriental Carpet Manufacturers Ltd.

CAPITAL: £500,000 Sterling

Telegrams "TEZIAK"

Head Office: SMYRNA

BRANCH OFFICES:

NEW YORK, Mohawk Bldg., 160 Fifth Avenue.

LONDON, 4, Newgate St. E. C.

PARIS, 5, Rue Gretry.

CONSTANTINOPLE.

CAIRO (EGYPT), Place Soliman Pacha.

ALEXANDRIA, 11, Rue Rosette.

*Manufacturers of all kinds of Turkey CARPETS
& RUGS possessing factories & looms in over 30
districts of ASIA MINOR.*

raw cotton, \$17,000,000; agricultural machinery, \$9,000,000, and motor cars, typewriters, sewing machines, etc., \$3,000,000.

✧

WORLD-WIDE FIGURES.

Through study and observation of the volcanic outflow the geologist knows approximately the composition of the earth's crust to a depth of 10 miles below sea level. As Frank W. Clarke, of the United States Geological Survey, says in the "Data of Geochemistry", "this thickness of 10 miles represents known matter." The vastness of the figures which it is necessary to employ in the discussion of this 10-mile lithosphere, as it is termed, transcends ordinary human comprehension.

The volume of the lithosphere, including the continents elevated above the sea, is 1,633,000,000 cubic miles.

A cubic mile of average rock weighs 12,800,000,000 tons.

The volume of the ocean is 302,000,000 cubic miles.

The atmosphere is equal in weight to 1,268,000 cubic miles of water, which, however, is only one two-hundred-and-thirty-eighth of the volume of the ocean; yet this would be sufficient to raise the level of the ocean 45 feet on all shores and to submerge an important part of the continents.

One per cent of the water of the ocean would cover all the land areas of the globe to a depth of 290 feet.

The salt in the ocean would make 4,800,000 cubes each 1 mile in dimensions, which, if spread over the United States, would form a layer 1.6 miles high.

In comparison with this outer 10-mile section of the earth's crust, the

thin sheet of organic matter on the surface—the prairie and valley soils, the alluvial bottoms, and the rich table lands by whose products man lives—becomes a mere film, a skin.

✧

The asphalt production from Trinidad lake, on the isle of Trinidad, in 1910, was approximately 110,000 tons, an increase of about 8000 tons over the production of the previous years. The property is owned by the Barber Asphalt Company.

✧

In 1910, an average of 144,680 persons was employed in and about the mines of India. Of these 89,778 worked underground, and 54,902 on the surface; 91,713 were adult males, 47,963 adult females, and 5004 children under 12 years of age. This was an increase of 3970 over the number employed in 1909.

✧

SEA CABLES.

Cable repairing is a distinct department of every cable company and in this connection the cable repair ships lying in New York harbor afford as unique employment to a large crew of men as may be found in any marine industry.

This miniature fleet of cable ships is constantly in readiness for any call which may come to it. The yacht-like steamer is the type of vessel found to be most adapted to carry on the work. With its decks mounted with massive reels and spools of cable, and its more delicate chart and instrument appliances, that may be found among its equipment, the entire outfit imparts an impression of a treasure-hunting expedition as she steams to sea under "orders".



SINGER SEWING MACHINES

BEST THE WORLD OVER



Because of
PRESTIGE —
Best known everywhere

PRICE — Lowest, Quality considered

TERMS — Unequaled for Liberality

QUALITY — Due to Experience and superior Factory Facilities

VARIETY — For Family Use and all Industrial Purposes

SINGER SEWING MACHINES = To be had only in our own sales rooms or through our canvassers

THE SINGER MANUFACTURING Co.

Every Singer

Bears this



Sewing Machine

Trade Mark

— SHOPS EVERYWHERE —

She and her crew wait with banked fires for the call which at any moment, day or night, will send them to sea in quest of some particular spot on the tossing waters beneath which is an injured ocean telegraph cable. The chief electrician at cable headquarters has no means of seeing the slight puncture in the cable's outside armor like the land lineman but his reckoning of location is just as accurate. A man sitting in a cable office on Broadway, New York, can accurately locate a minute aperture in a slender line, say, 2,000 miles distant.

The copper wire used for transmitting cable messages is capable of containing or carrying only a certain known amount of electricity or electric fluid which leaks like so much water. All cables are insulated with brass sheathing, wire binding, jute and gutta percha, the latter a non-conductor. If a cable should be rubbed against a jagged coral edge by a wayward current the resultant aperture, however minute, becomes a fault and the transmission of messages is made difficult, if not perhaps impossible.

Cables cost from \$350 in deep sea to \$1,500 at the shore end per mile. The submarine cables of the world now number 397, with a total mileage of 215,684 miles.—*Export American Industries.*

FIFTY-FIVE STORIES HIGH.

The most recent achievement in American structural building is that of the 55-story Woolworth "skyscraper" now being erected on Broadway, New York City. This steel-and-concrete office building will stand exactly 775 feet above the street level.

At the site there is the characteristic deep bed of quicksand, and through this the foundations are now being carried down everywhere to solid rock, which is about 110 feet below the sidewalk. Hence the structure; from lowest foundation to its topmost point, will have a total height of 885 feet.

The maximum direct compression from wind pressure on one single column of the building reaches 2,500,000 pounds.

The steel framework alone will contain 20,000 tons of steel. Its various columns will be supported on 69 piers of partly reinforced concrete.



IS NEVER TURNED DOWN

BY W. MASON.

There's a man in the world who is never turned down, wherever he chances to stray; he gets the glad hand in the populous town, or out where the farmers make hay; he's greeted with pleasure in deserts of sand, and deep in the aisles of the woods; wherever he goes there's the welcoming hand—he's *The Man Who Delivers the Goods*. The failures of life sit around and complain; the gods haven't treated them white; they've lost their umbrellas whenever there's rain; and they haven't their lanterns at night; men tire of the failures who fill with their sighs the air of their own neighborhoods; there's the man who is greeted with love-lighted eyes—he's *The Man Who Delivers the Goods*.

One fellow is lazy, and watches the clock, and waits for the whistle to blow; one has a hammer, with which he will knock, and one tells the story of woe; and one, if requested to travel

Established in 1890

A. G. ARSEN & Co.

CONSTANTINOPLE, TURKEY.

Cable Address: "ARSEN", CONSTANTINOPLE.

GENERAL EXPORT MERCHANTS & COMMISSION AGENTS

SPECIALITIES:—

SHEEPS' WOOL, MOHAIR, SKINS, SAUSAGE CASINGS,
MALTING BARLEY, BASILS, FUR SKINS,
ETC., ETC.

REPRESENTATIVES OF FIRST CLASS HOUSES
in ENGLAND and in the U. S. of AMERICA.

BANKERS —

London County & Westminster Bank, Ltd., London.

a mile, will measure the perches and roods; but one does his stunt with a whistle or smile—he's *The Man Who Delivers the Goods*. One man is afraid he'll labor too hard—the world isn't yearning for such; and one man is ever alert, on his guard, lest he put in a minute too much; and one has a grouch or a temper that's bad, and one is a creature of moods, so it's hey for the joyous and rollicking lad—for *The One Who Delivers the Goods!*

§

Success that is worth anything is gained only by honest work and hard struggle. The man who wants to get the most out of his life, should look upon himself as the only producer of the result towards which his ambition aims. He should regard himself as a power house, stored with precious energies which if allowed to leak away, will impair by so much his

great life output. He should make it the most important business of his life to keep himself at the top of his condition, so that he can make the best and get the most out of all his faculties and talents.—*Hardware Dealers Magazine*.

§

FOREIGN TRADE AND BUSINESS STABILITY

One of the greatest stabilizing influences in a manufacturing business is a considerable, constant volume of foreign trade. It serves like a balance wheel to reduce the shocks of retrenchment and financial panic at home. When the reservoir of incoming orders is fed only from domestic streams, the supply is in much more serious danger of being diminished, or checked altogether, than if some of the feeding channels rise in foreign markets. While great financial panics are usually world-wide, they are not usually simultaneous in various coun-

tries. Thus, the probabilities of a continuous flow of orders in spite of business difficulties, if these orders come from both domestic and foreign sources, is much better than if the home market takes the entire product.

This great fact was illustrated during the panic of 1907 by the experience of an American firm manufacturing files. Some 60 percent of this firm's business is for export, with a great deal for the Far East. So when many American manufacturers were curtailing output and had almost no orders on their books, this particular firm could snap its fingers at American conditions and keep its plant busy filling the orders from abroad.

Undoubtedly one of the greatest stabilizing influences that can be brought into the machinery-building industry is export trade.—*American Machinist.*



BY-PRODUCTS FROM WOOL-SCOURING.

For several years past efforts have been made to obtain all possible value contained in the waters used for wool scouring and washing. One of the earliest by-products thus saved is the wool fat or lanolin, a valuable substance used extensively in medicinal preparations such as salves, ointments and the like.

This fat is of a light yellow color, and has a great tenacity. Its chief peculiarity, however, is its power to absorb large quantities of water. No other fat is known which shares this quality to such an extent.

The short fibers always found about a wool pullery are another by-product of importance. This flock and shoddy can be worked over again for various textiles. In this connection will be recalled the accidental discovery by Sir Titus Salt of the use of such waste material for the manufacture of alpaca, from which an enormous fortune has been built up.

The latest material produced from the water used in scouring and washing the wool is potash. It has been found that the

exudation and perspiration of the sheep bring considerable quantities of various salts upon the surface of the skin. While the watery portion thereof evaporates, the residues are deposited on the wool. As most of these deposits are soluble in water, they are eliminated from the wool during the scouring and washing processes, and can be easily recovered from the waters by concentration. It is estimated that no less than 4,400 tons of carbonate of potash are recovered in this manner from the mills and scouring establishments of France and Belgium. As no expensive machinery is required in the production of such potash residues, this suggestion might be followed up with advantage by our own wool pullers.—*National Provisioner.*



AUTOMOBILE EXPORTS.

Articles of incorporation were filed recently at Lansing, Mich., for General Motors Export Company, with headquarters in New York City. The purpose of the company is to handle the entire export trade of all the constituent companies forming the General Motors Company. A comprehensive sales organization will be effected to handle the business throughout the world with the exception of the United States, Canada and Mexico. It is not the intention to establish large branch houses in foreign countries. One of the prime objects of the company is to establish foreign selling arrangements so that the actual user of the car abroad may enjoy the same service and have back of him the responsibility of the manufacturer, as is now the case in domestic trade. To this end, headquarters will immediately be established in England and on the Continent, as well as in the Latin-American countries.—*Exporter's Review.*



The human race is divided into two classes, those who go ahead and do something, and those who sit and inquire, "Why wasn't it done the other way?"—*Oliver Wendell Holmes.*



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COTTON SEED OIL.

Selling Representatives for
the Levant:

FULIAS & COMPANY

Abid Han, Galata,

Constantinople.

No other city in the world having a population and business equal to those of Constantinople is so inadequately provided with transportation facilities.

The construction of the proposed tunnel between Stamboul and Galata is therefore a matter of greatest public interest and its speedy accomplishment is highly to be desired. Electric tram and motor service both for passengers and freight could then directly connect all portions of the city. The tunnel should be large enough to provide ample and separate ways in each direction for electric and horse traffic, portorage and pedestrians.



PAPER BAG COOKERY IN THE UNITED STATES.

This new method of cooking, that now promises to become universally adopted, is of direct interest to every manufacturer and handler of stoves. It means a mild revolution in household practices and is a much more radical departure than the fireless cooker. Unless all signs fail, the housewives of this country will soon be doing the greater part of their cooking in paper bags.

Practical interest in paper bag cookery has been manifested in England for some time. That it is not merely a fad is evidenced by the fact that prominent hardware men of England and Scotland are advertising the cooking bags, wire girds, book of instructions, etc., at low prices. This method of cooking evidently has come to stay. The indications now are that paper bag cooking is something that the hardware trade will have to reckon with seriously.

The enthusiasts in this new system claim that it is the most wonderful plan of cooking ever adopted. Meats, breads, vegetables, fruits and other foods are encased in air-tight paper bags; these bags of food are then

placed on the oven shelves—many bags of different sorts of food all at once. There they are left untouched until done. The advantages claimed are evident: the cooking of many articles in one oven at the same time, and that with moderate heat; the prevention of all odors and steam from the cooking and of all loss of juices or weight from the articles cooked.

Paper bag cooking is said to have been done on a small scale by the Chinese for centuries. Also it has been experimented with by European cooks from time to time. The present worldwide interest in the system, however, is credited to a well-known chef of London, Monsieur Soyer, who made public demonstrations and dispensed bags to thousands of people, with the result that the system was adopted by hotel and club chefs all over the world. Later it found its way into the households of England and thence to the United States.

The bags used are made of pure cellulose paper, which is scientifically prepared for this purpose. These bags are air and moisture-proof; ordinary bags must not be used. Different sizes are made from 1 to 1½ cents each.

The method of preparing food for cooking in paper bags is very simple. Where it is desired to cook fish or meats, it is best to grease the inside of the bag lightly with drippings, melted butter or olive oil, using a regular pastry brush for this purpose. For most other foods the bags will not need greasing. The food to be cooked, after being properly seasoned, is placed in the bag, which is laid on its side, and the surplus air is then pressed out with the fingers, after which the bag is closed by folding over the creased ends and pressing

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down the tags much after the order of a mailing envelope. The bag with its contents should then be placed on the oven shelves, and for certain foods on a shallow tin pan (enamel ware is too heavy), taking care that the corners of the bag are turned under to prevent the paper from touching the sides of the oven. The use of the shallow pan is simply to facilitate the handling of the bag, to prevent its breaking and the contents escaping into the oven. It will be found that in ordinary practice no part of the food juices will escape from the bag, with the result that the full value of the food will be retained and the trays used will be unsoiled. No odors should arise from paper bag cooking.

The cooking is all done in what is called a moderate oven. If the paper becomes very dark colored it indicates too much heat, which should be reduced. In removing the food, simply draw out the tray. Do not handle the bag in taking from oven, but if a bag should break while in use, simply insert bag and contents into another bag and close it. After the bag is removed on the tray, cut three sides open with a sharp knife or scissors and turn back the flap; then the articles can be easily removed to the serving dish.

In actual practice in Chicago it has been found that fish cook in paper bags to perfection with no odor, that roasts cook evenly, retain all their juices and brown evenly with no attention, that potatoes and other vegetables cook thoroughly with no waste; that meat stews, put first into a baking dish and then inserted into the bag, may be cooked perfectly; that bread baking is greatly simplified, the loaf being baked through to the

center without burning the outside and without a moment's attention during baking nor any change in adjustment of oven burners from start to finish; also that ginger cake, gems and other similar things, that commonly burn easily are baked to perfection in bags.

The paper bag baker is not supposed to test the articles during the process of baking, except to see that too much heat is not used. She determines the time to be allotted to the various foods by a time table which is furnished with the directions. The time varies from ten minutes to an hour and a half, and when the oven is filled with different articles the door may be opened from time to time to take out such foods as have had sufficient baking, then closed again to allow the remaining articles to be finished.

Below will be found the time table for paper bag cooking.

Time Table for Paper Bag Cooking.

ACTUAL TESTS MADE BY MRS. ARMSTRONG
USING A COMMON DOUBLE OVEN GAS RANGE.

Moderately hot oven used for all articles except those marked "*" for which slower oven was maintained.

One burner full in gas range generally gives moderate heat.

Loaf Bread—medium size	50 Min.
Rolls—small	20 Min.
*Nut Loaf (baking powder)	4 Hr.
Sponge Cake—round loaf	30 Min.
*Spice Cake—brick loaf	4 Hr.
Ginger Bread—shallow pan	30 Min.
Roast Veal with Salt Pork (4 lbs.)	2 Hr.
Sliced Ham— $\frac{3}{4}$ inch thick	26 Min.
*Beef Stew	3 Hr.
Braised Calves Liver (whole)	4 Hr.
Pork Tenderloin (stuffed, whole)	25 Min.
Loin of Mutton	
with sweet potatoes	1 $\frac{1}{2}$ Hr.
Lamb or Veal Kidneys	25 Min.
Sweetbreads (parboiled first) with	
orange juice and butter	30 Min.
Sausages—small	15 Min.
Fish, boned and split	25 Min.
Baked Fish and Mushrooms	30 Min.

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Halibut in milk (bay leaf and onion)	20 Min.
Lamb Chops, on cooked rice moistened with tomato sauce .	25 Min.
Calves Liver with Bacon	25 Min.
Lamb Stew	1½ Hrs.
Chicken, split and smothered ...	45 Min.
Roast Chicken (stuffed)	1½ Hrs.
Short Ribs of Beef	40 Min.
Roast Beef—rare—4 lbs.	1 Hr.
Roast Lamb—4 lbs.	1½ Hrs.
Spare Ribs with apples	45 Min.
Pork Chops, in tomato sauce ...	30 Min.
Eggs in au gratin dish	10 Min.
Hamburg Steak (2-inch thick) ...	20 Min.
Veal Chops—breaded	35 Min.
Apples stuffed with raisins	30 Min.
Prunes (soaked 24 hours)	30 Min.
Asparagus—small amount water.	35 Min.
Peas	40 Min.
Carrots, young—whole	30 Min.
Onions—small	30 Min.
Tomatoes, stuffed	20 Min.

—*American Artisan and Hardware Record.*



CEMENT FOR SYRIA.

It is only in recent years that Portland cement has been used to any considerable extent in Syria, and the trade is still in its infancy. But the U. S. Consul at Aleppo, Mr. Jesse B. Jackson, reports that the outlook for its development is satisfactory.

As far as Aleppo itself is concerned, the cement imported up to the present has been used chiefly as a lining for cisterns, for which purpose its value is becoming more and more recognised. All the houses in the city have one or more of these cisterns, which are excavated in the stone, according to the size required, at the time of the laying of the foundation of the building; and as the stone is too porous to retain the water for any length of time cement is employed for a lining. During the latter part of the rainy season, which extends from December to March, the cisterns are cleaned and permitted to fill; and they have to be made large enough to contain a water supply sufficient to last until the next rains. As Aleppo has a population of about 200,000, it is easy to understand that the demand for cement for work of this character is considerable.

Building operations are generally conducted at low cost, suitable stone being

found in the vicinity of Aleppo in endless quantities. This stone is soft and easily accessible, so that only little effort is required to quarry it. Cement blocks are therefore not used for building. Up to the present all roofs have been constructed of a cement made from local lime mixed with native earth, resembling black sand, and wood fibre or coarse hemp, all of local production.

Instead of white non-staining Portland cement, lime of local production is employed for decorative purposes inside of the buildings. Lime mortar is also used instead of cement for the laying of stone in the construction of houses. The streets of the city are built of stone, and it is not likely that there will be any demand soon for cement for that purpose. The city, however, is undergoing a building epoch, several hundred houses being constantly under construction, and if the merits of Portland cement were better known there would almost certainly be an increased demand for it. It is said, also, that the new railway stations and other buildings to be erected next year will also require a considerable amount of cement.

Nothing is known of any cement deposits in the Aleppo district, but discoveries may occur at any time. The lime made locally is of an excellent quality and makes a most enduring mortar. It is quite possible that all of the ingredients may be at hand for the making of first-class Portland cement.

All of the cement used in the country is imported from Belgium, England, and Austria, and is all natural, there having been, so far as is known, no importation of pozzuolana cement. During 1910 the importation of Portland cement into Aleppo was between 300 and 400 barrels of 100 kilos (220.46 lbs.) each, but it is estimated that the amount will reach 1,000 barrels in 1911 and exceed that amount in 1912. The price ranges between 35 and 50 frs. per metric ton of 2,204.6 lbs., depending on the quality. It is all sold brut pour net, the gross weight, including the weight of the barrels, being calculated as the net weight, for the dealers sell the barrels for

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» **PÉRA, Immeuble St. Antoine.**

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SAVINGS BANK. — SAFES TO BE LET.

more than the value of the weight thereof in cement.

It has been observed that the local dealers in other building materials do not, as a rule, handle Portland cement, except in a secondary manner, as the importing is done principally through a certain commission house.

The cement should be packed in very strong barrels, as it is handled at least four times before arriving at the final destination. The Customs duty is 11 per cent. ad valorem, and all invoices must be certified to by the sellers as showing the true and correct selling price of the goods, which certificate should be written in French. The Customs duty is stated as a matter of information only and does not figure in the prices if quoted c. i. f. at the port. Payment against documents will probably be satisfactory to Aleppo buyers.—*The Near East.*

SYRIA AND SYRIA'S KARLSBAD

(From "Commercial Relations"; report by
Consul General G. Bie Ravndal).

Syria and Palestine are not favored with mineral deposits, as is for instance, Asia Minor; but even here, the possibilities are significant. Only bitumen is being mined in Syria (it all goes to the United States). The industry, however, could be greatly enlarged, and iron, coal, petroleum, salt, amber, marble, chromium, chalk, gypsum, etc., might be successfully included. "Kirchoffs Technische Blätter" publishes the following communication from a German mining engineer in Palestine:

"Valuable mineral treasures have recently been discovered in Palestine, so that it is safe to say that the industrial awakening of the Holy Land is no longer a dream. The newly discovered mineral deposits lie

on both sides of the Jordan and the Dead Sea. The salt deposits of the Dead Sea could be developed into an industry. The waters hold chlormagnesium, brommagnesium, and calisalt. Aside from this, there are the bituminous chalk springs of Nebi Musa, which contain from 30 to 40 per cent asphalt. The most important of all the deposits is phosphate, and the immense fields lying to the east and west of the Jordan only need better means of traffic and communication to insure their development."

Syria's Karlsbad.

In this connection, I would invite attention to the mineral waters in which these regions abound. Especially celebrated are the hot springs at Tiberias, which, ever since the Roman occupation, have been renowned for their curative powers, and in bygone ages were compared to the famous waters of Baia. The present baths were built by Ibrahim Pasha in 1833, during the Egyptian invasion. Additions were made in 1890 by the Turkish Government, but the accommodations are inferior and lack cleanliness. The temperature of this springs is about 143° F., and the waters contain sulphur, chloride of magnesium and iron. They are in many respects similar to those of Karlsbad. The hot springs of Tiberias are largely frequented by natives from all parts of Syria and are reputed to cure chronic rheumatism and various skin diseases. In 1887, Dr. Schumacher, of Haifa, was asked by the Turkish Government to plan suitable modern baths; but the project was never carried out, owing to the fact that, according to a firman, the baths could never be let for a longer period than two years, and consequently, no responsible lessee could be found to take them over and place them under efficient manage-

ment. All efforts by natives and foreigners to change the terms of the lease failed, the Government considering that the baths in their present state were quite sufficient for their purpose, viz, to offer free lavations for the poor, especially the Bedouins, and a few single baths for natives of means. At present, the revenues of the establishment accrue to Tiberias, while the annual rent, amounting to some \$2,500, flows into the national exchequer. In Roman times, the springs were called Ammaus (compare Josephus, antiq. jud. XVIII, 2, 3). Pliny extols their sanitary properties. Roman villas, temples, and baths surrounded, and Herod's acropolis crowned, the heights near the thermal bath. Under American or European management, if a sum of \$50,000 were expended, this watering place would become a source of wealth to those concerned. The season lasts from February to May. In Galilee the climate is delightful in the spring, as tourists well know. A resort offering such baths and such historic associations would seem to have a bright future.

§

AMERICAN CHAMBER OF COMMERCE FOR TURKEY

The American Chamber of Commerce for Turkey held its fourth session on September 27, 1911. Honorary President Ravndal was chosen chairman. Dr. Bowen, chairman of the Entertainment Committee reported in regard to a reception to the new American Ambassador, Mr. Rockhill. It was decided to hold the reception early in November.

The Chamber discussed the question of Black Band frauds. It was decided to leave the matter in the hands of the Board of Directors.

§

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Korassandji Han, Stamboul, Constantinople.

MARKET FOR AMERICAN GOODS IN SALONIKI.

By Consul George Horton.

This consulate has been very much interested in a letter from an American exporting house, asking what line of goods it would recommend to an American salesman about to visit Saloniki, as having the readiest sale therein. The question, of course, is a general one, and could be best answered by a study of the commercial reports from this post for the past two years.

In a recent interview the manager of the British Commercial Bureau of this city gave the following list of goods of American manufacture that he believes he could handle: Builder's hardware, barbed wire, beehives, binders and reapers, corn shellers, cottonseed oil, flour, hides, ice-cream freezers, meat mincers for the kitchen, oleo oil, cheap pumps for the garden, sheetings and drills, starch and glucose.

This is not a complete list, as the manager of this bureau represents many English houses and he does not mention American articles that could compete with the British. American shoes are competing sharply with the British makes, for instance, and are more than holding their own. Several firms in this city are now representing American manufactories, and others are seeking agencies. There is a large consumption of rubber overshoes, and an agent is almost sure to do something in this line. Small petroleum engines could be sold, although the British practically hold the field now. American buggies are beginning to be sold, and the governor general of the Province, among others, has recently ordered one. Considerable office furniture from America has

been coming in. A good American safe, not too expensive, should find a market, and hand fire extinguishers and cheap kitchen ranges might be introduced with profit.

In general, there is no manufacturing in this district to speak of, and the needs of the people are those of any people anywhere who have money and are disposed to be progressive. The vital questions are those of prices, terms, transportation, and proper representation. The resolution to send a traveller is a step in the right direction. Not until American commercial travelers begin to visit this region, to study conditions for themselves, and to make personal connections, can the manufacturers of the United States hope to get their fair share of the market. Every such traveler visiting Constantinople should run down to Saloniki for a few days. The distance is not great, the expense is small, and the trip would pay. We have several good hotels here, an electric tramway, and a town well worth seeing. Moreover, the trip is a necessity, for the importers of this region are strongly against dealing with general agents in Constantinople.

§

Lime-burning is accompanied by certain peculiar phenomena. Lime alone is infusible at the temperatures at which it is formed in kilns, but at these same temperatures when accompanied by alumina, silica, or iron, it unites with either or all of these oxides to form aluminates, silicates, or ferrates. At these same temperatures, too, the alumina, iron or silica oxides would themselves be infusible, if alone.

§

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FUEL OIL

ETC.

**MAIN OFFICE : UNION HAN, GALATA,
CONSTANTINOPLE.**

THE SMYRNA FIG SEASON.

[Translation by Vice Consul General Lucien Memminger from the *Journal Commercial*, of Smyrna, Aug. 8, 1911.]

The Smyrna market is preparing for the next fig season, which will begin shortly.

Information which we received in reference to the new crop is to the effect that the persistence of north winds and of dryness have injured the trees, which have been weakened and in several districts, according to reliable informants, have been unable to retain the fruit, which has fallen in considerable quantities. It is reckoned that 15 or 20 per cent of the apparent production is lost; moreover, it seems certain that with present unfavorable conditions the fruit will not be well nourished and will not attain a satisfactory size.

Last year, under the pressure of the American market and of the American consulate general in this city, acting under superior orders, the Smyrna fig packers worked under conditions of cleanliness and hygiene formerly unknown here. The local authorities gave evidence of praiseworthy solicitude. The municipality formulated very severe rules concerning the cleanliness of factories and of workmen. This year the same sanitary precautions will be applied under the supervision of the municipal officers.

The president of the municipality states that he attaches exceptional importance to the question of the fig business, especially in view of the conditions caused by the existence of cholera in the city. He says that he has taken all precautions so the strictest supervision may be exercised by his subordinates; that two inspections will be made in the factories daily by doctors of the municipality in order to prevent by every means possible cases of cholera breaking out among the workmen during the hours of labor; that if by misfortune a person working in a "han" is found suffering from cholera the han will be immediately closed and work suspended pending new orders.

For his part the American vice consul in charge of the consulate general in Smyrna will follow the same plan as that followed by Mr. Harris last year. He will exercise an active supervision over the factories; he will keep informed as to their sanitary condition; he will ascertain by personal inspection the conditions under which the work is done, and when satisfied as to conditions he will sign the certificate permitting entry of the goods into the United States in the identical terms that the "Special invoice of figs indorsement by consul" was formulated last year.

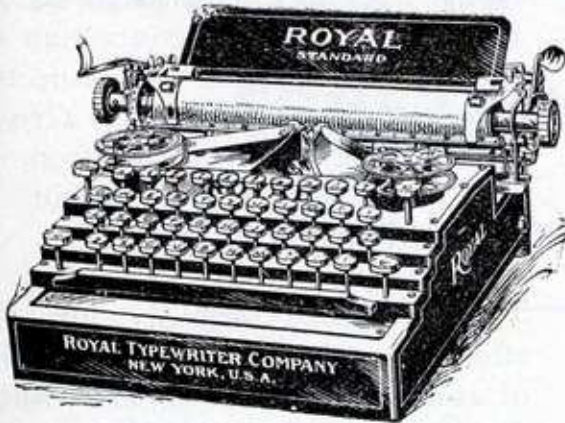


COALFIELDS IN TURKEY.

The principal coal fields in Turkey are on the southern Black Sea coast, about 130 miles distant from Constantinople, and extend from Heraclea on the west, to Filios on the east, a coast line of about 40 miles. This coast is precipitous and mountainous, although the maximum height is not more than 1,600 feet above the sea level, and is reached at about 2½ miles inland. Near the shore it is not more than 200 feet above sea level.

These coal fields are civil-list property, permission to work being given only to Ottoman subjects. The Admiralty reserves the right to purchase 60 per cent of the amount mined, at a price agreed upon in the mining permit. This 60 per cent of the total mined, can only be sold after having been first offered to the Admiralty and refused by it. Permits are not transferable without the express sanction of the Government. The Government also claims 10 per cent of the dust or fine, screened through a 1 centimeter screen (0.3937 inch). A mine not worked for three months reverts to the Government. The Government levies a tax of five piastres (10½ d) per ton on all coal shipped.

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This tax can be paid in kind. The duration of a permit is for no fixed period, but for as long as a mine is worked. Some 400 permits have been delivered up to date, but only about 100 mines are actually being worked. Permits have been given indiscriminately, and for this reason many were issued at places where it was impossible to work a mine; some were of no value, and others were abandoned, owing to the difficulties of transport or for lack of capital.

The most important of these mines is worked by a French company, upon a permit granted to two Ottoman subjects. This company has constructed a port and breakwater at Zoungouldak.

The output of the Heraclea coal fields increased from 71,000 tons in 1884, to 675,757 tons in 1909.

In the ten years from 1884 the output more than doubled, and in the ten

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 ADRIANOPLE, TURKEY.

years from the formation of the Heraclea Coal Company in 1897 to 1907 it had increased fivefold. This Company has connected the various valleys, Tchatal-Aghazy and Kilimli, with Uzulmes, and Cozlou with Zoungouldak, also improved the railway line between Cozlou and Kilimli. The company has altogether about 10 miles of railway, and rolling stock sufficient to enable it to handle 4,000 to 5,000 tons per day. It has a suspended cable, 3 miles long, between Tchatal-Aghazy and Uzulmes. It has also built a port and breakwater with powerful cranes, and can load between 2,000 and 3,000 tons per day. Between 120,000 and 130,000 tons of this Black Sea coal are shipped to Constantinople, 20,000 to 25,000 tons to Roumania, a considerable quantity to the Ægean Sea, 25,000 tons to Smyrna, and about 30,000 tons to Piræus. The company disposes of the largest part of its output to the ships which now coal at Zoungouldak.

Besides this well-known coal field, there are known to exist in Turkey several others of importance, but which have never been worked, owing to lack of means of communication and transport. In the same province of Castamouni there is an important field along the coast at Djide, near Amasra. Three concessions have been granted in this district, but have not been worked for want of capital. At eighteen hours' distance from Ineboli there is an anthracite mine, and coal is known to exist in several localities in the same district, no attempt being made at working, owing to the distance from the sea. In the provinces of Mamouret-ul-Aziz and Diarbekir, there are many coal deposits of all qualities, ranging from ordinary lignite to anthracite, but none are worked.

In the vilayet of Beyrout, there are lignite deposits near the village of Kermaiel. In the valley of the river Nahr-el-Kalb, there is a lignite mine yielding 300 tons, but which is capable of giving 10,000 tons per annum. In the province of Adrianople, lignite has been found in the cazas of Dedeghatch, Souffli, Ozoun-Keupru, and at Kechan, where a concession has been granted. Permits for prospecting have also been granted for Grisan-Assar, three hours distant from the railway at Xanthi. In the province of Monastir, coal is said to exist in considerable quantities.

When capital seriously turns its attention to this industry, the number of isolated owners, who are without the means of developing their claims, will naturally disappear. — *British Quarterly Trade Journal*.



ALUMINUM AND ITS USES.

Not over a generation ago aluminum was little more than a curiosity. It was worth \$15 or more a pound and its total production in the United States was less than a hundred pounds a year, notwithstanding the fact that aluminum is the most abundant of all the metals in the earth's crust, of which aluminum oxide forms about 15 per cent. The great progress made in the industry is noted in the fact that a report on bauxite and aluminum for 1910, by W. C. Phalen, just published by the United States Geological Survey, shows a consumption in the United States in that year of 47,734,000 pounds, valued at nearly \$12,000,000. The price has thus dropped from \$1 an ounce to about 23 cents a pound.

Mr. Phalen states that although aluminum has in recent years become

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a most important economic metal, it is at present produced only from bauxite, a comparatively scarce mineral, and that even the great discovery which made this possible is only the first stage of wresting the metal from its various rocks and earth combinations. Aluminum is an essential constituent of all important rocks except sandstone and limestone, and is found in all clays. The supply is therefore practically limitless, awaiting only the perfection of a process for cheap extraction.

Mr. Phalen mentions a number of recently patented processes which show progress in the cheap extraction of the metal from the common sources of supply. As aluminum in its various forms, both pure and as an alloy, possesses many remarkable qualities, it may be welcomed as a coming metal of great utility. Should it become as abundant and cheap a metal as may reasonably be expected, the industry holds boundless possibilities. An alloy called duralumin contains 90 to 95 per cent of aluminum, which at present prices would make it rather expensive, but it is claimed to have qualities as good as Bessemer steel, although it is only about one-third as heavy as iron or brass. It possesses great hardness, even when annealed. Another alloy of aluminum and copper is said to be a good imitation of gold; it polishes readily and takes a high luster and is well adapted to ornamental purposes. It is also highly resistant to chemical action and can be readily machined and rolled and drawn into wire.

Aluminum has become indispensable in the construction of automobiles, dirigible balloons, and aeroplanes. It is employed also in paper decorations and for wrapping purposes. It has been found of enormous advantage

also in the textile industry. Combined with silk, it makes a brilliant fabric, which can be given any desired color and which can not be excelled for making ceremonial costumes and theatrical wardrobes. In addition to the ordinary uses, it is also employed in the manufacture of reticules, scarfs, and various articles of use and ornament, and because of the high price of copper it has been largely used as a substitute for that metal in the manufacture of electrical cables.



ALUMINUM PRODUCTION IN THE UNITED STATES.

Year	Lb.
1883	83
1885	283
1890	61,281
1895	920,000
1900	7,150,000
1905	11,347,000
1910	47,734,000



MEERSCHAUM.

Almost all the meerschaum used in commerce is mined in the vicinity of Eski Shehir a town of Asia Minor one day's journey by rail from Constantinople. Meerschaum is found in nodular form and in this country entirely unassociated with rocks, which makes blasting unnecessary.

The mines worked are as follows:

1) The mines of Sary Sou, about 16 miles east of Eski Shehir. Mining was commenced here about 25 years ago. There are some 8,000 pits of which 1,000 are being exploited.

2) Village of Sipetdji, 18 miles east of Eski Shehir. There are said to be 20,000 pits of which 150 are being worked. Mining here is supposed to date back a thousand years.

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EXPORT:

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

IMPORT:

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

CONSTANTINOPLE, TURKEY

3) Ak Sheikli, near Sipetdji has 3,000 pits of which 100 are being worked.

4) Nemlou has only 20 pits, but the mining of meerschaum here is said to be two thousand years old.

These mines, which at one time reached from Kahe to Mihalitch on the Sea of Marmara are to-day reduced to 1270 pits in the vicinity of Eski Shehir and give employment to about 5,000 miners.

In these mines the meerschaum is dug out of the red strata by means of picks, cleaned by a special knife for the purpose and then sold to the local dealers, who export it to Vienna after having arranged it according to quality and sizes. From Vienna it is exported to other parts of the world. America is considered the best customer. In this regard it seems surprising that our purchases should not be made no

the spot or through Constantinople, instead of through Vienna. The annual exports of this article are estimated at about \$260,000. Meerschaum, but of inferior quality, is also found in Hungary, Greece, Bosnia and Moravia.

§

**MESOPOTAMIAN
IRRIGATION.**

.BASRA, Mesopotamia.

The resignation of Sir William Willcocks is a matter of supreme interest in this part of the world. If Sir William had been twenty years younger he might have seen his schemes take shape under his own guiding hand. In any case he has set his seal on the commencement of a work that must, either now or later, change the face of this country. He was a strange combination of the dreamer and the practical man. But there was, perhaps, too much of the

visionary in him for the actual conditions of life in Mesopotamia; for, according to all accounts, he was prepared to sacrifice the rivers Tigris and Euphrates, the great and historic highways to the interior, in the interests of irrigation. He would have utilised the waters in spreading them broadcast over the desert, thus destroying all navigation by practically absorbing the whole of the available supply. The beds of both rivers would have become dry ditches except during times of flood, when they would have carried surplus water to the Gulf; and railways would have been constructed to take the place of the river highway for the transport of the wheat and other products of the delta.

It has been said that Sir William would have dealt similarly with the Nile, and have destroyed that river as far as navigation is concerned.

What truth there may be in this report we do not know; but, judging by his views of the value of the water in the Mesopotamian delta, we presume that he has not been incorrectly reported. We hope and believe that other views now prevail, and that whilst irrigation will not suffer, the navigation of the Tigris and Euphrates will remain unimpaired. Enormous quantities of water now run to waste in the swamps, which are the curse of the delta, and it is quite clear that the volume which is carried in the rivers could be made sufficient for the purposes both of navigation and irrigation.

Ignorance on the part of the cultivator and neglect on the part of the Government in years past have already done untold injury. The Arab has no hesitation about flooding thousands of square miles of desert in his endeavour to obtain water for his few acres of rice, and the Government has hitherto held no definite views with regard to either irrigation or navigation. The power of enforcing a fixed policy has also been lacking, and in the case of the Euphrates the river has been practically closed to navigation owing to the silting up of its bed, whilst cultivation has in no sense benefited. It is true that native boats can at certain seasons carry on a precarious

transport, though this business is of little value. The owners of these craft firmly believe that their work will be still further limited by the irrigation, and it will take years to inspire them with any confidence in the efforts of the foreign engineers.

The material for the construction of the Hindieh barrage has commenced to arrive at Basrah, where it will have to be stored until the local authorities succeed in allaying the ferment amongst the Arabs. Several efforts have recently been made by the owners of sailing boats to penetrate up-country, but their enterprise has resulted in disaster, and the experiment is not likely to be repeated for some time. Government steamers have experienced equal unsuccess, and it would appear that some sort of an understanding has been arrived at between the tribes and the Government, whereby facilities will be given to the authorities to withdraw the steamers whilst the river is high enough to enable them to get down to Basrah. Meantime the Arabs obtain a breathing space, and will find time to replenish their stocks of ammunition in view of eventualities.—*The Near East.*



ADVICE TO MR. GROUCH.

(By F. X. Gravel, in the "Hardware Dealers' Magazine" October 1911).

When everything seems the darkest ahead, and you feel that you cannot see another inch, then say to yourself. "Well, Grouch, old boy, I guess it is up to me now to play the part of a man and good fellow."

Buckle on your nerve belt, get a strong hitch on your grouch, and push on, after due reflection, knowing that the gloomy condition will pass; that no matter how black or threatening the clouds, there is a sun behind them, which will ultimately burst through. You will prove to yourself and be surprised to find what power and courage are developed by holding on as best you can.

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After becoming better acquainted with the mighty reserve power which you possess, you will depend upon it; and you will be surprised and pleased at the way it will come to you in your hour of need. And to make your power more binding be sure to add courtesy, good followship and diplomacy, to your already strong ingredient, which will strengthen your business capacity in a manner hard for competition to break through.

Just say to yourself, that you are made of the better stuff; that you are going to do the thing you set out to do, no matter how hard or disagreeable it may be, and that even if you don't say it to the world, you can at least say to yourself with pardonable pride "I have tried to be courteous, agreeable, honorable and honest with my fellow-men."

COTTON CROP IN TURKEY

Revised figures show that the cotton crop of the province of Adana, amounted to 72,000 bales in 1910, of which about 6,000 bales consisted of long fiber (American) cotton and the balance of short fibre (native) cotton. Of the entire crop 21,000 bales were utilized by the spinning mills of Tarsus and Adana and 51,000 bales were exported, principally to Austria, France, Germany, Italy and Spain. Judging by the increased acreage the crop of 1911 promises to exceed last years yield by at least 30 per cent, so that 90,000 to 100,000 bales may be expected if unfavorable weather does not interfere with picking.

AMERICA AND EGYPT.

Judge Somerville P. Tuck of Alexandria, during a visit in America the past summer gave the following interview to a reporter of the *New York Sun*:

"The increase in American travel to Egypt began about fifteen years ago and reached its maximum about ten years later; since then the figures have remained about the same. Egypt has been developing like any Western State; Alexandria has now about 600,000 inhabitants. They have been doing a lot there in the way of harbor improvements, and the town is practically modern, much more so than Cairo. Few tourists stop there for any length of time, for the trains take them from the quay to Cairo direct. Still it is a much more healthful place than Cairo and the climate is much better. In summer the climate is about like that of Long Branch. We have 7 inches of rain to $1\frac{1}{2}$ in Cairo, and we are 10 degrees warmer in winter and 15 degrees cooler in summer.

"American missionaries, who constitute about the only Americans in Alexandria, have been doing excellent work there the last forty or fifty years.

"We have an excellent trolley car system in Alexandria, but one of the most wonderful public utilities is the water works system. This was installed only four or five years ago and is equipped with American filters. The water is taken from the Mahmondia canal, which connects the Nile with the sea, and is as dirty as you could imagine. It comes through the filters as nearly pure as you can get water, and safe to drink without boiling. They are about to install the same system in Cairo.

"The English used to control the cotton trade in Alexandria, but the Greeks and the Germans seem now to have most of it. Last year's was the best crop ever raised in Egypt, and prices were good. The main effort in cotton growing over there is to keep up the quality of the product. The newly founded Department of Agriculture is working to keep out inferior seed, prevent over-irrigation and kill the boll weevil.

"People in Alexandria are beginning to wear American shoes, and there is no end of an opening for American trade there. In what lines? Almost any. Canned goods of such kinds as are not produced in England would command a good sale and American furniture would find customers. Next to no American freight goes to Alexandria now. Of course they are used over there to long credits and any American firm proposing to do business there might advantageously send some one in advance to ascertain just to which people could be given reasonable credits. But the opportunity for American trade is there."



A correspondent of the Quarterly Trade Journal of the British Chamber of Commerce of Turkey instances a species of "patriotism" which forbids foreign edibles on one's table, foreign machinery in one's factory, foreign anything anywhere if avoidable. The correspondent continues:

May I suggest that the British Chamber of Commerce take the initiative in forming a Red-League? Membership should be granted to anyone signing an undertaking reading somewhat as follows:

"I promise to purchase no foreign article before having failed to obtain a like one of British manufacture."

The carrying out of this engagement would be left entirely to one's own conscience.

I have seen in many British homes, matches, soap, candles, and the like, of continental manufacture, whereas members of a Red-League would be expected to purchase British articles in preference.



The parcel post rates from America to Turkey are 12 cents a pound. Parcels from Turkey to the United States that exceed the maximum size are accepted on special rates at the Austrian offices in Turkey, and those that exceed the maximum value are also accepted on the payment of 4 piastres extra for each 300 francs above the maximum value.

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GENOA — LUCCA — MONDOVI — NAPLES — ORBETELLO — ORVIETO — PALESTRINA
PINEROLO — SIENNA — SUBIACO — TIVOLI — TURIN — TORRE ANUNZIATA — VELLETRI
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Walther Berghaus

General

Commercial

Representative

Stamboul, Sanassar Han,

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IRISH LACE

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SAMPLES SENT ON REQUEST

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Cabbabeh Frères

ALEPPO, Syria.



COALING AT NEW YORK.

The White Star Line is about to adopt the practice of taking on board sufficient coal at New York for a round trip, and other lines of transatlantic ships are to do likewise, mainly because domestic bunker coal is averaging higher in quality than most of the bunker coals of Western Europe and is being supplied at very low cost, as compared with foreign coal of prime steaming grades.

The Olympic has been taking on board at each terminal 7,200 tons. Her bunker space, planned to be of service to the Admiralty in war time for long voyages, is 15,000 tons. It is proposed to put on board here every time she comes in, 14,500 tons of prime coal. Coal is bunkered here and at several other North Atlantic ports in much quicker time than at any ports in Europe. A recent coaling of one of the big Cunarders at this port made the world's high record, beating the best time recorded in England for as many tons by nine hours. — *New York Sun*.

§

From the August number of the *Revue Commerciale du Levant*, the publication of the French Chamber of Commerce of Constantinople, it is a pleasure to quote the following in reference to the *Levant Trade Review*, and to make grateful acknowledgment:

"Ce Bulletin de la Chambre de Commerce des Etats-Unis débute très brillamment. Son premier numéro ne compte pas moins de 148 pages, contient des études fort attachantes, des chiffres intéressants et plusieurs reproductions photographiques. On voit bien que l'Amérique est le pays jeune de l'activité et de l'entrain.

"Dans cette revue, publiée en Anglais, un article rédigé en français,

sous le titre *Courtoisie française*, reproduit la lettre que nous avons écrite à nos collègues Américains, pour leur souhaiter la bien venue à titre de doyens, en l'accompagnant de commentaires très gracieux. Nous avons été touchés de cette marque de bonne confraternité et adressons à la Chambre de Commerce des Etats-Unis l'expression de notre gratitude. C'est elle qui, en la circonstance, a fait preuve de la plus aimable courtoisie."

§

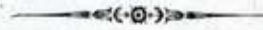
COAL MINING IN THE URALS.

According to the *Coal and Iron and By-Products Journal*, the coal deposits in the western slopes of the Ural mountains yield at present only 3% of the total quantity of coal mined in the Russian empire. In 1860 the output about 7000 tons; in 1907 it was 770,000 tons. Since then the annual output has varied between 500,000 and 700,000 tons, the decrease being due not to the mines themselves, but to the use of wood as fuel. The result is that the forests are rapidly disappearing. The southern part of the Urals, which a quarter of a century ago was almost entirely under timber, is now shown almost bare, with the natural result that the price of wood is increasing year by year. At no distant date the iron and other metal works will be forced to utilize the coal deposits for their supplies of fuel. According to the *Torgwo Gazette* the future of the coal mining industry of the Urals must depend on commercial and financial enterprise. The best quality of coal at present known in the Urals is the Egorchinsk anthracite, which has hardly been worked up to the present owing to the lack of transport facilities.

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Metal roofings of all kinds are coming into greater popularity as they are seen to be specially adapted to withstand the elements and make the ideal roof. The same may soon be said of metal sidings. With the improvements made in rust-resisting paints and the new and pleasing designs available, there seems to be no good reason why houses should not be "sided" with sheet metal more commonly than they have been heretofore. The demand now is for fireproofing. A house roofed and sided with sheet steel would be proof against fire from without, which would be one step in the direction of absolute fireproofing. In this and other ways sheet metal is coming rapidly to the fore for building purposes, with happy results both to the builders and the trade.

Mechanical Engineering.

~~~~~

If you need advice and help regarding machinery (petroleum, gas or electric), installation of electric plants et cetera consult

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Educated in Paris

**Constructor of Motor Boats****Importer of Marine Engines,**

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CONSTANTINOPLE

NEW LONDON AS A SEAPORT.

New London, Connecticut, through its Business Men's Association, is making an effort to place itself among the great seaports of America. The state has authorized a bond issue of \$1,000,000 for the docks, and a movement is on foot to secure important steamship service between New London and Canada and New London and Europe. It is interesting to note that one of the propositions is for direct service with Constantinople and Odessa. An American-Levant line is essential in the near future. New London not only hopes to fulfill this demand but to do it with the following advantages over New York as port of entry:—

Saving of 6 to 12 hours on each round trip.

Saving of 100 to 500 tons of coal.

Saving of \$40,000 to \$60,000 annually on wharfage.

Saving of 90 cents per ton freightage on all imports for the north and west.

TURKISH CUSTOMS REGULATIONS.

A correspondent writes: It cannot be too often repeated that Americans who wish to do business in Turkey should give terms f. o. b. or c. i. f. port of delivery.

All invoices of goods shipped to Turkey should have a signed and dated declaration as follows: "We certify that this invoice is authentic, and that it is the only one issued by our firm for the goods mentioned therein."

Invoices that do not bear this certificate are not accepted at the custom house as authentic as far as the value

of the goods is concerned and the appraisers are free to make their own estimates.

Invoices of old clothing must be accompanied by a physician's certificate to the effect that the clothing is free from any contagious disease or that it has been disinfected. The signature of the physician must be authenticated by a Turkish Consul, or where there is none, by the local authorities.

CHEAP CABLE RATES.

Deferred cable messages at cheap rates are to constitute a class of service recently announced by the Western Union Telegraph Co. This is virtually an extension of the scheme of "day-letters" and "night-letters" which has been in use in the United States for many months. The Western Union Co. has leased the cables and equipment of the Anglo-American and Direct U. S. Cable Cos., and these are to be coordinated with the cables and equipment of the Western Union Co., giving a group of eight cables between America and the British Isles. There will be, when this arrangement is completed three large groups of cables between America and Europe: (1) the Western Union; (2) the Mackay, connecting with the Postal telegraph system in this country, and (3) the French lines, connecting with both Western Union and Postal lines here. This deferred-message service is undertaken to utilize the idle equipment of the coordinated systems in the Western Union group at off-peak hours. The peak load with 65% total capacity utilized occurs at about 11 a. m., New York time, which is 4 p. m., London time. Use of the cable service drops off slowly until about 2 a. m., New York time (7 a. m. London time), when there is only 3% of the maximum capacity in use. The service then rises sharply from this early hour to the peak hour.—*Engineering News*.



Saloniki Branch of the American Chamber of Commerce for Turkey.

STEAM HEATING IN CONSTANTINOPLE.

With the high prices for fuel now prevailing in Constantinople and with the probability that the years in the near future may see no decrease in these prices, economizing by the introduction of systems for central heating becomes imperative.

The September British *Quarterly Trade Journal* gives a list of some sixty important installations during the past decade, and calls attention to the fact that in almost all instances the orders have been secured by Austrian or German firms.

American methods and appliances for central heating are surpassed by none. A notable opportunity is therefore open for American firms to establish branches in Constantinople. A considerable expenditure would be justified for offices and advertising as the field is extensive and profitable.



COMMERCIAL IMPORTANCE OF SAMSOON.

(From Deputy Consul General Samuel Edelman,
of American Consulate at Constantinople.)

The ancient city of Samsoun has a splendid location, sloping gradually upward from the Black Sea. It has a population estimated at 30,000, Turks and Greeks being the principal races and about equally divided. There is a small colony of Armenians there also. The population of Samsoun has trebled within the last ten years, and its export and import trade has already surpassed the neighboring and larger city of Trebizond. At the present time it is the port of the export trade of a great portion of the goods of Asia Minor. The district covers the

important cities of Sivas, Amasia, and Marsovan. Samsoun is a six-day carriage ride from Sivas. In anticipation of the railroad, an Austrian concern is about to experiment with an automobile service from Samsoun to Sivas. The forthcoming railway connection with Sivas, while not yet begun, is an assured fact, and will make Samsoun the most important city of Turkey in Asia.

Owing to the erection of many buildings, particularly large warehouses for the tobacco trade, iron girders will be greatly in demand.

The country around Samsoun has some of the richest soil in the world, but it is cultivated in a primitive way, and not more than half the value of the labor is realized. This is due to the primitive tools and instruments and imperfect cultivation. Naturally there is a large opening for modern agricultural implements.

Mr. P. E. King, in charge of the American Tobacco Company agency at Samsoun, who travels extensively in the farming districts, informs me that inquiries are continually being made for American agricultural machinery. With proper representation many such machines could be sold. Through the efforts of Mr. King an American water mill was sold here. Despite the cost of transportation, it was much cheaper than those offered by European concerns. The mill is now installed and is a success. The importation of revolvers, sporting guns, and cartridges being now unrestricted in Turkey there is no reason why the manufacturers of the United States should not have their share of the trade. I made personal inquiries in the gun shops and found German and Belgian revolvers on sale, but very few American revolvers, and

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AGENTS IN TURKEY:

Constantinople	- - -	THOMAS C. TUCKER
Salonica	- - - - -	SALOMON M. ASSAEL
Smyrna	- - - - -	ERNEST A. MAGNIFICO
Aleppo	- - - - -	YANNI, MANACHY & FILS
Beyrouth	- - - - -	S. AUDI & FRERES
Tripoli-in-Barbary	- -	ALFREDO NUNES VAIS

GRAND HOTEL KROECKER

Beautiful View of
the Golden Horn

PERA, CONSTANTINOPLE

these few were bought from an agent in Germany. While the merchants recognize the superiority of the American weapon, they have not been in direct touch with American manufacturers.

The most important exporting concern at Samsoun is the American Tobacco Company agency. Although established here but three years, it buys up annually one-third of the tobacco crop of the district and does a \$600,000 export trade to the United States alone.

New buildings are being put up constantly and in anticipation of the increased trade of the city many of the large department stores are about to open branch stores.

I understand that numerous presentations have been made urging the establishment of a consulate at Samsoun, and in view of the foregoing I can not help but urge such a step.

THE LARGEST BATTLESHIP.

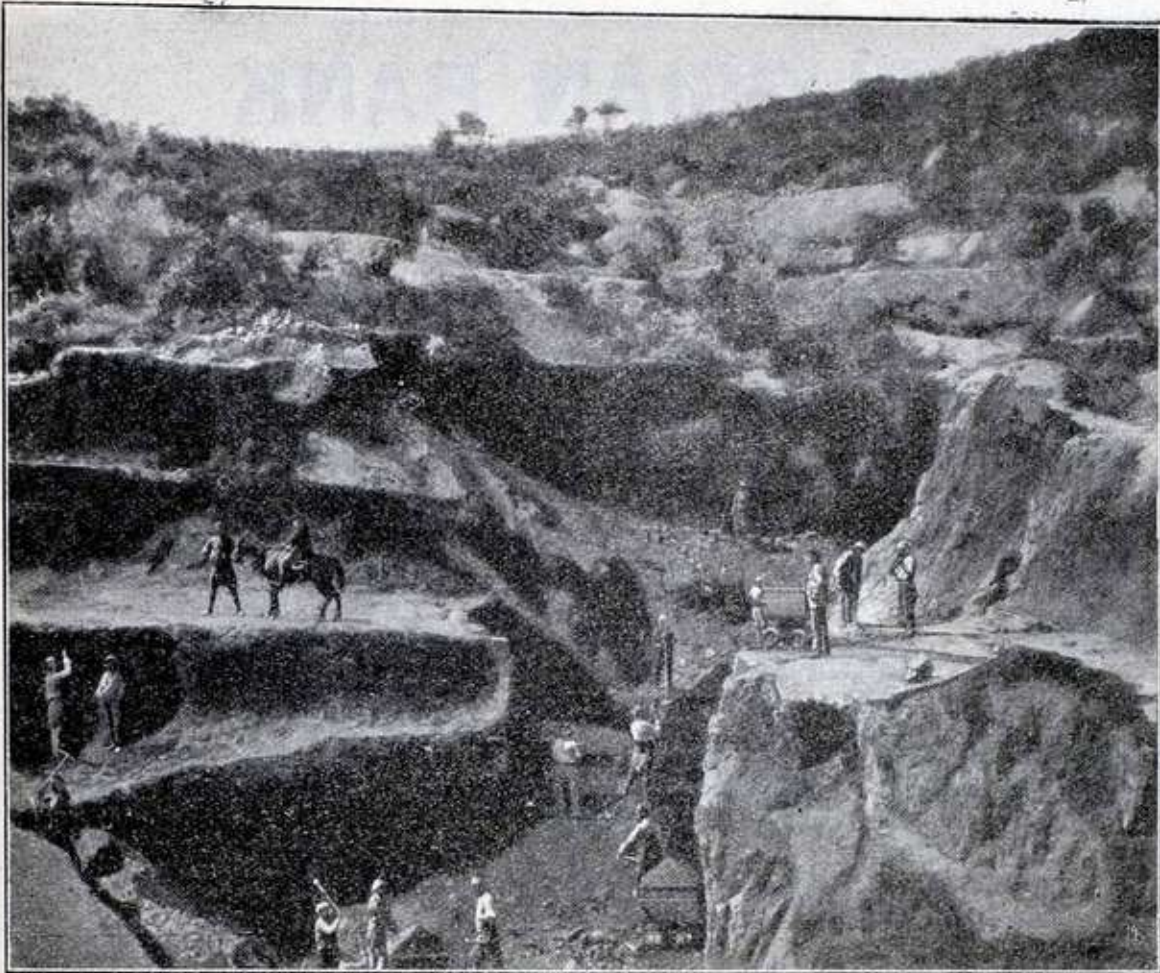
The world's largest battleship, the "Rivadavia", was launched by the Fore River Shipbuilding Company at Quincy, Massachusetts, on August 26. The Argentine Republic is the owner of this record Dreadnought. For the launching, President Taft, who was unable to be present, sent the following message to the Argentinian minister: "I congratulate you on the successful launching in an American shipyard of the largest battleship in the world, and sincerely hope that your country will find her usefulness only in the peace she insures, never in hostile engagement".

Bids for the construction of the "Rivadavia" were tendered by most of the important naval firms of the world.

"IT'S AN ILL WIND."

"There is one aspect of Italian-Turkish hostilities that may be of great interest to American exporters," says B. Olney Hough, editor of the *American Exporter*. "Italy has developed a large business with Turkey in cotton piecegoods, particularly in unbleached sheetings of the sort that has always been recognized as distinctively the product of the United States. For a dozen years past, complaints of Italian infringements on American trade in this line in Turkey have been general and bitter. It is clear enough that with the breaking out of hostilities between Italy and Turkey, no matter what the ultimate result may be in a political way, the prejudice against Italian commerce that must exist in Turkey will reduce purchases of Italian cotton goods to an insignificant figure. This ought to result in a corresponding increase in sales of American products in the line referred to, although it is to be expected that a certain amount of the Italian business will be absorbed by England and the mills of certain Continental European countries which are already active and to some extent successful competitors in the Turkish market."

The *Importers and Exporters Review* will hereafter be known as *Suffern's Quarterly and Foreign Trade Journal*. The October number of this valuable periodical appears under its new name and in an improved form. It can be found on the tables of the American consulates and many banks and hotels abroad. It is a magazine which will not fail to attract the layman as well as the business man.



Emery Mining on Abbott Mines in Smyrna Consular District.

WATER SUPPLY IN CONSTANTINOPLE.

In the early days of Hamid's reign Constantinople derived its water from wells, springs and cisterns, the last named being part and parcel of every dwelling-house. In time of drought much privation ensued, as the potable rainwater got low, and the well-water was too bitter for drinking, and a good supply had to be brought from the springs of Kaish Dagh, Tash Delen and elsewhere, at considerable expense. In this connection it is interesting to recall that the duty of supplying the city with bread and water devolved on the Greeks from the time of the Ottoman Conquest, and these purveyors were known as the

Esnafs of Ekmekjis and Suyoljis, or Corporations of Bakers and Water-carriers. In 1822, when the Greek Revolution took place, these Esnafs were accused of poisoning their supplies—a charge as base as it was absurd—but several notable citizens had their heads chopped off, and the Esnafs were given over to Moslems.

Prior to the fall of Constantinople the city was endowed with the magnificent Roman system—parts of which remain to this day, the aqueduct of Valens bridging the valley of the Lycus, in Stambul, being a notable landmark. The reservoir of Bin-birdirek, or a Thousand and One Columns, is one of the wonders of New Rome, and in many a Bosphorus village Byzantine cisterns are still the source of supply.

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Branches in all principal cities of Russia.

Foreign Branches: CONSTANTINOPLE, GENOA, LONDON and PARIS.

Constantinople Branch: GALATA, in front of the B. I. O.

Stamboul Agency: Place Sultan Hamam.

All Banking transactions; Advances on merchandise; Consignations of goods for sale.

Strong rooms with Safes, fitted with the latest improvements for safety and convenience.

Letters of Credit Department, Special Rooms and every facility for foreigners visiting Constantinople.

Turning now to the countryside, irrigation in the modern acceptation of the word is unknown. This is partly due to the cheapness of labour, partly to insufficiency of water, and partly to the backward state of agriculture.

The mangano-pygano, or water-wheel, a familiar object on most Turkish farms, is modelled on the Spanish nooria, with clumsy wooden buckets running on cogwheels, worked by horse or buffalo, the water being distributed by wood or zinc courses, and the whole system being most primitive. Suction pumps, formed of hollowed tree-trunks, and fitted with piston and handle of the same material are the common means of water supply of many a Turkish village; but the whole of Turkey is not so backward. On several estates mechanical pumps imported from America are at work; on the Syrian coast

deep-well borings worked by up-to-date pumping machinery supply the orange groves, and, with the gradual introduction of European science, Turkey will offer a wide field for machinery of this kind. The import value of pumps at present, however, does not exceed \$20,000:

The Near East.



American members of the Chamber are advised to send their catalogues, price lists and discount sheets to the American Consulates in Turkey and to local members of the Chamber who deal in the respective articles. The attention of American manufacturers is called to the fact that French, not Spanish, is the essential European language of the Near East.





General View of Djinli-Kaya Antimony Mines in Smyrna Consular District.

SMYRNA'S NUTS, FIGS, AND OLIVE OIL.

[From Vice Consul General Lucien Memminger,
Smyrna, Turkey.]

Walnuts are exported from Smyrna to the extent of 10,000 to 12,000 sacks of 40 to 45 okes (oke=2.82 poun's) each per annum, chiefly to the United States, Germany, Austria, and Belgium. Arrivals on the Smyrna market begin at the close of September, and early in October the goods are ready for shipment abroad. Contracts are as a rule closed in September, and payment is made by open credit at some local bank. The local prices vary between 8 and 12 cents per oke, delivered at buyer's store. Shelled nuts are also exported from Smyrna, and they cost two to three times as much as unshelled nuts.

Pistachio nuts are a product of Syria, Aleppo being one of the principal markets. The total annual production averages about 200,000 to 250,000 okes. The total consumption in Smyrna, Constantinople, and the interior of Asia Minor is estimated to

be about 15,000 okes. Smyrna exports 80,000 okes a year. The goods are available for export early in October. Sales are made in August and September by contract, and importers abroad as a rule make arrangements with local banks, through similar institutions in their respective countries, to pay the seller the value of the consignment upon delivery of the invoice and shipping documents. Last year prices in Smyrna ranged from 71 to 77 cents per oke. The United States, Germany, and Austria, in the order given, are the largest purchasers of this article from Smyrna. The conditions for buying may be more favorable in the producing centers than at Smyrna.

Two distinct varieties of almonds are exported from Smyrna—the native and the Chios almonds—the latter being named from the island in which they are produced. The Chios almond is small, very soft, and of excellent flavor, and is much like the Spanish almond. It is used principally in the making of "comfit" and other sweetmeats. In Smyrna and in the interior of

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the country roasted almonds are popular as titbits. The native almond is hard and larger in size than the Chios product. The annual production of the native nut is 100,000 to 130,000 okes, of which Smyrna exports nearly one-half. Chios produces on an average 2,000,000 to 2,500,000 okes. Prices depend to an certain extent on the volume of exports from Spain. The nuts are always ready for export in September and October, and sales are effected on the same basis as those described for other nuts. The coming crop promises well.

Filberts are a product of the Black Sea regions exclusively, and the total annual production is estimated at about 6,000,000 pounds, the largest portion of which is shipped to Smyrna. There are two qualities of filberts, known here as the "round" and "pointed" filberts, the latter being most sought after. Exports commence in September and October and sales abroad are negotiated a month or so in advance.

PRICES AND CROPS OF FIGS AND OLIVE OIL.
The average annual production of the celebrated Smyrna figs is 360,000 hundred-weight, nearly all of which is exported, chiefly to the United States, the United Kingdom, Germany, Austria, and France. Figs as a rule ripen about the 1st of August and fall to the ground after full maturity. They are packed in jars and boxes and in numerous shapes and forms, according to the thickness of the skin, the general size of the fruit, and the wishes of the purchasers. Prices, therefore, vary considerably. Last year the average price in Smyrna for unpacked figs was from \$3.59 to \$4.52 per 124 pounds, and the highest price \$5.80. Sales are as a rule negotiated and contracts closed during the months of June, July, and August. The production last year reached about 130,000 camel loads of 450 pounds each.

The olive plantations lie along the coast of Asia Minor, seldom extending more than 15 to 20 miles inland. There are also extensive plantations in the islands of the archipelago. The trees produce alternate crops, a full yield generally being followed by an unproductive season. The average

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production of olive oil, in tuns of 252 gallons, for each of the olive-growing districts is as follows:

Aivaly, Adramidt, and Mitylene produce table oils of good quality. The yield of oil this year has been much below the average. Prices depend to a large extent upon Spanish markets. The season opened at \$261.78 per tun (252 gallons), cost and freight to New York, for oils for industrial purposes, and \$291 to \$363 for edible oils.

The first shipments of oil are received on the Smyrna market early in January, and contracts are concluded before or after the opening of the season. As a rule, payments are made by open credit, but special arrangements may be entered into with exporters.

More than twenty-eight million spindles in the United States consumed over four and a half million bales of cotton in the last twelve-month.

EUROPE ET AMERIQUE.

Il est bon de se mirrer quelquefois avec les yeux d'autrui. Les données suivantes sur l'Amérique, prise comme "pourvoyeur universel" et l'appel tendant à une union d'efforts à l'effet d'exclure les produits Américains des marchés d'Europe, d'Afrique et du Levant, est lancé par le canal (plein de ressources et d'amabilité exquise) de notre ami, l'*Osmanischer Lloyd* de Constantinople.

Grâce à sa situation naturelle qui lui assure un monopole sur les domaines économiques importants, l'Amérique du Nord a dépassé économiquement l'Europe et cette supériorité ne tardera pas à se faire sentir aussi dans la politique mondiale.

Les Etats Unis sont le premier producteur de blé du monde; dans l'élevage du bétail ils marchent en tête, dépassés seulement par l'Australie et l'Argentine en ce qui concerne l'élevage des moutons. La récolte américaine de cotton est tellemen



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considérable que le monde entier produit un tiers à peine de la récolte totale, tandis que l'Amérique en fournit les deux tiers. De même, avec leur production de 400 millions de tonnes de charbon, les Etats Unis tiennent la tête tant que dans ce produit que pour le fer brut et le cuivre.

L'Amérique se prépare à réduire et à restreindre le marché consommateur de l'Europe. A cause de sa situation et de sa prépondérance politique elle est d'abord le concurrent le plus dangereux de l'Europe pour l'Amérique du Sud et du Milieu, où les états plus faibles soutiennent sa suprématie économique, sans comprendre que l'intérêt de leur propre indépendance exige le maintien de la concurrence européenne vis-à-vis de l'Amérique du Nord. Unie avec le Japon, l'Amérique s'efforce à gagner les marchés de l'Extrême-Orient et y rend le commerce européen de plus en plus difficile. Enfin elle travaille aussi à fermer son propre marché intérieur à l'importation européenne; l'échange des marchandises en souffre. L'Amérique devient plus en

plus la consommatrice de ses matières premières. Sa population grandissant dans des proportions colossales a eu pour effet de faire consommer dans le pays la plus grande partie de la fabrication de denrées alimentaires. Ainsi la submersion, jadis si appréhendée, du marché allemand avec du blé américain est devenue depuis longtemps une chimère. Aujourd'hui l'Amérique a son importance pour nous comme consommateur de produits de l'industrie textile. Peu à peu elle se sépare cependant à consommer son coton dans le pays pour se passer de l'importation de textiles étrangers.

En admettant donc que toute l'Amérique et les pays au delà de l'Océan Pacifique deviennent pour l'Europe un marché de plus en plus difficile à aborder, quel est le devoir qui incombe aux puissances économiques de l'Europe pour se dédommager de cette perte?

La réponse est facile à donner: c'est de soigner les marchés de l'Europe, de l'Afrique et de l'Asie occidentale. Il est vrai que le

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marché africain est difficile à développer, notamment dans ses districts éloignés. S'il ne peut nous dédommager suffisamment de la perte des autres marchés consommateurs, il peut, d'autre part, nous donner satisfaction comme marché producteur, surtout en ce qui concerne le marché de coton, où l'Europe a besoin d'être délivrée de la suprématie de l'Amérique.

Restent encore les marchés de l'Europe et de l'Asie. A mesure que se développent les forces expansives de l'Union de l'Amérique du Nord et que le Japon s'étend vers les Indes anglaises, la consolidation politique et économique de l'Europe devient de plus en plus nécessaire pour former un contre poids. Nous pouvons nous en faire une idée en jetant un coup d'œil sur le développement économique de l'Allemagne dans les dernières décades et en examinant ce qu'on peut faire dans l'Europe du centre malgré l'exécuté du sol.

Depuis que nous sommes sortis des circonstances étroites économico-politiques, quel n'a été l'essor prodigieux de la production allemande et de toute la vie économique en Allemagne. En cas d'un rapprochement de l'Allemagne, de l'Autriche-Hongrie, son alliée, des états balcaniques y compris l'Asie Mineure, cette consolidation pourra former un équilibre et un contre-poids pour l'expansion américaine. En soignant, non pas seulement dans les colonies, mais en Mésopotamie, la culture du coton, il nous sera facile d'alléger notre besoin pour le marché de coton américain.

Cette constellation économique fournirait en même temps à l'Autriche-Hongrie, à la Turquie et aux pays balcaniques la possibilité de déployer leurs forces dans une mesure plus large. Le marché intérieur se développerait ainsi dans une mesure énorme faisant profiter le commerce allemand de l'exportation, comme le prouve l'expansion d'Allemagne dans les dernières dixaines d'années. Certes, on ne peut nier l'existence de grandes difficultés économico-politique. Le but est cependant assez élevé et important pour encourager à persévérer dans la réalisation de cette idée.

La situation géographique de l'Allemagne et son grand développement économique lui

donnent le devoir de prendre l'initiative, comme elle l'a prise pour la construction de chemins de fer en Asie-Mineure. En alliant à l'Autriche elle a abordé la route exacte, dont la continuation amènera un rapprochement économique étroit de tous les pays de la Mer du Nord au Golfe Persique. L'accroissement de la puissance économique de chaque état donnera à la constellation un pouvoir de résistance bien plus considérable vis-à-vis de la concurrence menaçante dans le développement économique des puissances commerciales du nouveau monde.



HARPUT NOTES.

Irrigation.—This district being an agricultural country the problem of irrigation is an important matter. But so far canals have not been constructed and no attempt has been made to utilize the small and big rivers passing through this country. There is a large lake, Guljuk, five miles wide and thirty miles long at a distance of 12 miles to the south of Harput and 4000 feet above the sea level. The Government has sent engineers from Constantinople to make a plan for the irrigation of a plain about three hundred feet below this lake. This plain is 10 miles wide by thirty miles long and is very fertile.

Cotton-Fields.—The present prospect for the cotton crop is satisfactory. An area larger than that of the last year is under cultivation owing to the increased demand for cotton.

Vineyards.—The general condition of the vineyards has not been good this season, either in quantity or quality, as the vines suffered from the exceptionally rigorous winter.

Wheat.—The fresh wheat has begun to come into the market, but there is no improvement in the situation. The price is tending to go up although the crop has been satisfactory.

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Age	Whole Life, Premiums for Life				Whole Life, 20 Premiums				Endowment, 20 years			
	Year of payment of dividend				Year of payment of dividend				Year of payment of dividend			
	1908	1909	1910	1911	1908	1909	1910	1911	1908	1909	1910	1911
	%	%	%	%	%	%	%	%	%	%	%	%
25	15.6	17.0	17.6	18.1	13.7	15.5	16.5	17.2	12.2	14.5	15.7	16.
40	15.6	17.2	18.0	18.6	14.3	16.2	17.1	17.8	13.3	15.4	16.5	17.3
55	15.6	17.1	17.9	18.4	15.1	16.7	17.6	18.1	14.8	15.5	17.4	18.0

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RECEPTION TO AMBASSADOR ROCKHILL BY THE CHAMBER OF COMMERCE.

The American Chamber of Commerce for Turkey gave a reception to the American Ambassador, William Woodville Rockhill at Tokatlian's Hotel, Wednesday, November 8.

The guests included Senator Suleiman El Bustani of Beirut; Nassim Mazliah Effendi, deputy from Smyrna, M. Boscovich and M. Mazaraki, directors of the Banque d'Athènes which is about to establish a branch in New York City, the members of the American Embassy and Consulate and many of Constantinople's business men.

The guests were received by Mr. Oscar S. Heizer, Secretary of the

Chamber of Commerce, who introduced them to Mr. Rockhill.

Dr. Marcellus Bowen, as chairman of the reception committee appointed by the Chamber, gave the address of welcome as follows:

Doubtless Your Excellency is already aware not only that there is an American Chamber of Commerce in Constantinople, but that it really is quite an institution, at least in its own esteem. It is yet in the days of its youth. It has grown with gratifying rapidity. Its membership, as last reported, was 376. It is not yet so large but that we may reasonably expect still further growth. It has a Quarterly Review. Vol. 1, No. 1 has been issued. We feel rather proud of ourselves, as represented by it. If No. 1 is so eminently creditable, what may we not expect of numbers yet to come? Then, this Chamber has another thing, a Treasury. Better yet, it has money in its Treasury. Eight months of life, eight months of uninterrupted solvency, a good balance in hand.

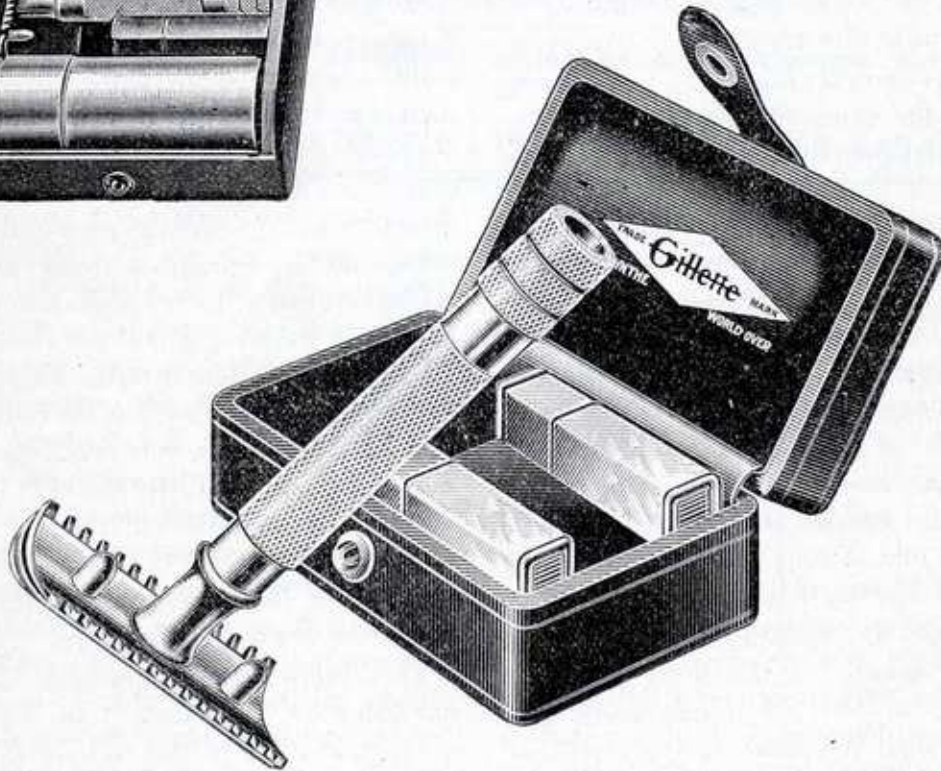
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Here let me give credit to whom credit is due. We owe our existence, Sir, and not only our existence but our prosperity, and not only our prosperity in the past, but our hopes for the future, largely to the energy and activity of one man. We are extremely grateful to our able and much respected Consul-general, Mr. Ravndal. I know how modest this gentleman is; therefore I forbear saying more at this time of a personal nature. But we want you, Sir, to know how greatly we appreciate what Mr. Ravndal has done.

Now this organization thus so hopefully launched, like other successful organizations, has aspirations for continued prosperity, for enlarging influence, and for honorable recognition. It has felt a special aspiration regarding Your Excellency; it is grateful that you have consented to meet us here at this time, thus making it possible to realize this aspiration.

Its desire is to do honor to Your Excellency, as the American Ambassador, the first one designated to this capital since the birth of the Chamber. We are very sincere and cordial in extending you a hearty welcome to your high position in our community. It would be no very distant look backward to the time when Constantinople was not ranked in the first grade of American diplomatic positions, as it now is. We are pleased that our Government recognizes the importance of the post. And we are gratified to welcome to it one of your unusually large and successful diplomatic experience.

Welcome, Mr. Rockhill, thrice welcome! May your tenure of the office be a long continued, as well as a very useful one, bringing real pleasure to yourself and genuine satisfaction to all concerned!

We would be pleased to have you jot down in your mental note book this organization of ours as one of the interests which you will, we hope, find worthy of your kind consideration and sympathy. We ask this all the more boldly, as we are convinced that the development of American trade relations with the Levant is desirable and feasible: — we are confident,

too, that Your Excellency will appreciate the important role this Chamber must play in that development.

Personally speaking, though I joined this body on the day it was born, I must confess that I have only just begun to appreciate the privilege of membership. I am afraid I was somewhat dazed to find myself so suddenly ushered into this commercial atmosphere. I felt rather burdened with the sense of the incongruity of a professional man like myself, affecting to understand the ins and outs, the ups and downs of the commercial universe. Of what use could I be to such an enterprise? Now, however, I do not think so much of what I can do for it, as of what it seems to be doing for me. The other day I received by post a copy of *Suffern's Quarterly and Foreign Journal*! I must ignominiously confess that I had never heard of it before. No more probably had it heard of me, until it ran across my name in our list of members. However, it came to me, as I suppose it did to the rest of us: and it guided me around the world, Sir, in wondrous fashion, with its beautiful illustrations, and its learned articles on divers topics, almost a liberal education in itself! But while we are grateful for this much of privilege, let no one imagine for an instant that *Suffern's Quarterly* is the boundary of our horizon. Have you read the *Levant Trade Review*, Vol. 1, No. 1? Have you admired its illustrations? Have you digested its table of contents? This is our Magazine! More than even *Suffern* it enhances our sense of general privilege!

Then there is the commercial aspect of our privilege. Of course I am utterly incompetent to do justice to that. But doubtless many of those present could, if they had the opportunity, enlarge eloquently on this phase of our privilege!

We must not forget, however, that here as in the whole broad field of human life, privilege is and must be associated with responsibility. To become a member of this Chamber should mean to share in its responsibility as well as in its privilege: responsibility for the Chamber's growth,

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for its activity, for its efficiency,—above all and including all for its good name. Mr. Ravndal, in addressing the meeting called together last March for the purpose of organizing this Chamber, struck a high, clear note, the full note, the full import of which, it is to be hoped, will not soon be forgotten. He said: "Next to Religion there is no Agent of Civilization more powerful and beneficent than Commerce". Now that must have suggested to us all, as doubtless it was intended to do, a high ideal for the proposed organization. Commercial activity should be not degrading but uplifting to the world's life, and it is the duty of every honorable Chamber of Commerce to do its best to make it so. This suggests at once the responsibility of every individual member for aiming high in his own commercial ethics, and for stimulating among the whole membership, so far as his influence can reach, respect and aspiration for the ideal commercial life.

If you, Sir, have read the first number of our Review, I hope your eye may have

lighted on an important paragraph on the second page, strongly emphasizing this thought. I can not here repeat the whole paragraph. One particular clause, however, will serve our present purpose: "No adventurers or men of questionable business morality will be tolerated in this Chamber".

The whole paragraph will bear frequent reading and thought on the part of every one of our members.

The sum and substance of the whole matter is that membership in the American Chamber of Commerce is a high privilege and a weighty responsibility!

One might feel tempted to eulogize American Chambers of Commerce in general, and ours here in particular. But we do not wish even to seem boastful. The boastful spirit has been currently regarded as perhaps our most prominent American characteristic. Sixty years ago American conceit was a byword, so we have been told by excellent non-American authority. Our spread-eagleism was an amusement to the rest of the civilized world. But time, it is acknowledged, has rubbed off some of

our peculiarities. Mr. Bryce, the British Ambassador at Washington, a warm friend of America and American Institutions, and one who has shown himself painfully conscious of this old national characteristic of ours, assures us in one of his books that we have changed for the better, and that now Americans are no more boastful than the rest of the world! Herbert Croly recently published an admirable book on "The Promise of American Life". In this book he struggles hard to explain the mystery of the average, typical American, with all his vagaries, and peculiarities, with all the incalculable and unexpected that is continually cropping up to the surface in his character. He finally calls in a Frenchman to help him in the solution of his problem. This Frenchman came over to America before the war of Independence, and afterwards wrote a book entitled "Letters of an American Farmer." This farmer had become considerably exercised over this same problem, and finally relieves himself by exclaiming, — "What after all is an American? Why, he is either a European, or the descendant of a European!"

If then, to anyone, even the moderate words I have used here to-day seem to have an under-stratum of American self-complacency, let him be kind enough to remember two things: (1) That out of our eighty-eight or more Constantinople members, there are I think less than twenty Americans, that various other nationalities are associated with us, and that it is only the composite effect that is American; and (2) let him remember that an American after all is only a European, or the descendant of one.

Allow me once more, Mr. Rockhill, to assure you of the hearty welcome and appreciation which our whole composite and cosmopolitan membership wishes to extend to Your Excellency on this occasion.

Dr. Bowen, in closing his speech, invited Mr. Rockhill to address the audience. Mr. Rockhill, after having expressed his thanks to the Chairman and members of the American Chamber of Commerce for Turkey for their

cordial reception and assured them of the pleasure that it had given him to meet them, referred to the deep interest which the Government of the United States took in the development of American commerce in the Ottoman Empire, and stated that the Chamber at all times could count upon the support of the American Government as well as on that of the Embassy in furthering and developing its business by all legitimate means.

In this connection he referred to what he conceived to be the unsatisfactory condition which he had remarked in other parts of the world and which he found existed also in Turkey in regard to American trade, namely, the absence of American banking establishments and of direct American shipping lines. He trusted that the Chamber would use its best efforts, in which he hoped that he might be able to second them, to remove these drawbacks, or, if he was wrong in thinking that these were the principal obstacles to the greatest extension of our business relations with Turkey, that the Chamber would indicate to him what it considered should and could be done to reach that most desirable end.

Senator Suleïman El-Bustani, formerly Second Vice President of the Ottoman Chamber of Deputies, was asked by Dr. Bowen to address the audience, which he did as follows:

Mr. Chairman, Gentlemen: First of all I must thank you for being invited to attend your reception. There is a fairly good commercial connection between the United States of America and the Ottoman Empire but this relation can take still larger proportions. Means to that end may be divided into three classes: educational, political, and commercial. As for educational means: There are several American colleges, for

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SALONICA A. Ménexès, Esq.

example, Syrian Protestant College, Robert College, and others which may be classified as equal to universities in other countries. In these institutions the native minds are developed. We have had for presidents of these colleges, such men as Dr. Ely Smith, Dr. Van Dyck, Dr. Bliss and his son Dr. Howard Bliss, Dr. Washburn, Dr. Gates. These gentlemen as well as their colleges have not at all meddled with the political affairs of the country, but have had as their single aim the education of the young generations.

Secondly, political reasons. I do not think there is any nation which is more disinterested in the interior politics of this country than the United States of America, and I would ask you to allow me to mention an instance to prove the sympathy which exists between the two countries. Lately in Paris in a Parliamentary Union there were delegates of all European countries; and from America, two Senators, Mr. Burton, of Ohio, and another gentleman. I cannot remember receiving any sympathy more cordial than that of these American delegates, and even since I came here we have corresponded by cablegram.

Thirdly, commercial relations. America has offered us hospitality. We have been unable to obtain accurate statistics, but as far as we can approximately know, there are 350,000 Ottoman immigrants in the United States of America, composed of 150,000 Syrians, 40,000 Armenians, 25,000 Turks, and about 10,000 Greeks and members of various other races. Formerly there was not much direct trade. For example, dates from Mesopotamia were sent to the United States through houses in England, and I am proud to be able to say that I have been the introducer of this article directly into the United States from Turkey. Again, wool was shipped to the United States in years past through Trieste, Manchester, and London. As for imports from America petroleum for example is being imported into the Ottoman Empire, and there are many other American articles which can be well introduced into this Empire. The exportation of carpets from Turkey thirty or forty years ago was on a very small

scale; now there are large firms established in New York, Boston, Buffalo, and so on, selling Turkish rugs. But there has not been hitherto an organization like the Chamber of Commerce which you have formed and which is and will be of great service in promoting the commercial relations between the two countries. There are many other articles as I said above which might sell well in Turkey as well as in the United States if properly introduced, and I would suggest the establishment in Constantinople and New York of offices to try to introduce these articles, and thereby increase the dealings between the two countries. Surely, our two countries will continue to be the best friends in the world.

Nassim Mazliah Effendi then addressed the gathering in French as follows:

Messieurs,

C'est avec un réel plaisir que mon collègue et moi nous nous sommes empressés à prendre part à cette réception organisée par la Chambre de Commerce Américaine en l'honneur de son digne et éminent Ambassadeur et nous sommes heureux tout d'abord de l'occasion qui s'offre pour remercier personnellement le représentant de la nation sympathique qui nous témoigne son amitié; nation qui est le vétéran de la paix, l'apôtre de l'Union et de la concorde entre les peuples et l'ennemi de la guerre; nous sommes également heureux de féliciter les membres de la Chambre de Commerce Américaine qui ont eu l'heureuse idée de constituer cette institution commerciale dont le but est de rapprocher les deux peuples de semer et cimenter l'union de tout temps souhaitée.

Mon collègue vous a parlé de la nécessité d'établir entre les deux nations des relations commerciales tant désirées.

Pour ne pas abuser de votre indulgence je ne veux pas m'arrêter longtemps sur ce sujet. J'ajouterais simplement que nous sommes parlementaires pacifistes, nous souhaitons toujours que les transactions commerciales entre les peuples se multiplient, car nous sommes convaincus que

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l'on ne pourrait atteindre l'idéal de la paix publique que lorsque les nations arriveront à la suite de négociations commerciales à mieux se connaître et s'entendre. Si le commerce est un élément de richesse et de bien être individuel, il n'est pas moins vrai qu'il est en même temps un grand facteur de paix publique.

C'est à ce titre que nous sommes doublement heureux d'avoir pris part à cette manifestation. Inutile d'ajouter que l'Amérique est le pays tout indiqué à entreprendre des affaires en Turquie. Votre Chambre de Commerce est appelée à rendre de grands services dans ces circonstances. De notre côté, il est de notre devoir d'encourager ces entreprises qui sont de nature à contribuer à la richesse et la prospérité de notre Pays et de faciliter de la sorte la tâche de votre chambre.

Nous serions spécialement heureux si ce concours contribuait à poser les bases de cet édifice qui se dresse à l'horizon et qui sera le début de l'union entre l'Amérique et la Turquie.

At the close of Nassim Mazliah Efendi's address Mr. Heizer read the following telegram from the Smyrna Branch of the Chamber :

Secretary, American Chamber of Commerce
for Turkey, Constantinople.

Members Smyrna Branch American Chamber of Commerce unable to be present at reception request you to extend to His Excellency Mr. Rockhill, the American Ambassador, their most hearty welcome and assure him of their support in his important mission of protecting and promoting American interests in the Ottoman Empire.

LANE, BALTAZZI.

The gathering then adjourned to a buffet where a health, proposed by Mr. Ravndal, was drunk to the American Ambassador.

BANKING IN RUSSIA.

From a valuable article by John H. Snodgrass, American Consul General to Russia, which appeared in the October number of *The Banker and Investor Magazine*, we take the following:

In the branching out by American bankers into foreign territory, Russia evidently has not been considered.

The same attitude has been true of manufacturers, who hitherto gave little consideration to this Empire, and who have thus permitted competing nations to secure such a strong foothold in practically every line that it is now with difficulty that American concerns are making any headway in the introduction of their products.

It is believed that a powerful banking institution in the Western European or American sense of the word would work wonders for the Russian nation, and would open up avenues of trade unrealized for the present. The Germans readily understood this by opening banks in China and the South American republics. Backed by these houses, Germans developed their exchange of goods with those countries to dimensions never before attained or dreamed of; they increased their exports incredibly, and are steadily progressing in the world of commerce.

Once an American bank is established in Russia, the other necessary elements, such as energy, endurance and enterprise, will soon follow. Besides bringing prosperity to Russia, such a banking institution would be a strong auxiliary toward the developing and regulating of trade between Russia and the United States.

A strong American banking house at Moscow, being in direct communication with the Russian and American producers and consumers, would derive a handsome profit, even if the prevailing banking commissions should be reduced, and would gradually transact all the financing of Russian-American trade, and moreover, would enhance the sale of manufactures not yet introduced.

But the field of activity of such a bank would not confine itself to ordinary banking transactions and financing of Russian-American trade. The possibilities for the investment of capital in Russia are unlimited. Money is required to develop agriculture, to give the richest soil in Europe the chance to produce as much as the poorest soil of other more advanced nations. Capital is needed to bring to the surface Russia's metallurgical and other hidden wealth; for the improvement and extension of its railways; for the construction of inland high-

ways and maintenance of inland waterways; for the improvement of its cities and for thousands of other purposes.

Sooner or later the required capital and necessary energy will be found in Russia itself, and with the existence of these two elements, the country's agriculture will easily be in a position to supply all Europe with provisions. Besides this, its Asiatic possessions occupy such a vast territory, that, with proper irrigation, they will be able to produce the highest grades of cotton, thus placing Russia in the position to meet Europe's demands for that staple. Therefore, it looks as if, in the course of time, Europe will cease to be a purchaser of the principal products of the United States. It would be a commendable exhibition of foresight on the part of America, if its capitalists would fill this future gap with those revenues which will pour in from productive investments.

§

COPPER MINES IN TURKEY.

The copper mines of Arghana are remarkable in a region which is rich in mineral deposits. They are situated to the northwest of the town of Diarbekir, on the upper reaches of the Euphrates. The ore was first discovered so long ago as 1096, and, according to an authority, the cupriferous soil extends over a surface of 12,000 metres square, and contains 30 per cent. copper, 30 per cent. sulphur, and 40 per cent. iron. It occurs in a huge lentiform mass enclosed in volcanic rock, which has thus far been worked to a depth of 50 metres, but there is evidence to show that the deposit is not exhausted. The vein has a mean thickness of 15 metres, and contains an average of 25 per cent. to 30 per cent. metal. Some of the veins contain as much as 50 per cent. pure metal, and in parts the vertical veins are considerable.

Formerly the mines were the property of the community, but of recent years the Government has bought 40 per cent. of the deposit, which it works at an annual cost of \$15,000, and by means of a shaft 80 metres deep. This is all but complete. At one time the ore was smelted at Tokat, 380 kilometres distant; but the smelting works have fallen into disuse, and now, after being treated in the crude state on the spot, the metal is conveyed on camel back to Alexandretta, 1,400 tons being shipped annually. As is the case with so much of the mining industry in Turkey, the greatest difficulty to the economic production of ore is the lack of fuel, and in regard to the Arghana

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mines the charcoal used in smelting the ore has to be brought from a distance of 60 kilometres, owing to deforestation.

So important is this mineral deposit that a German-American group proposed to the Government to make a loan to it of four millions sterling for the right of co-working the line.—*The Near East.*



MINING POSSIBILITIES NEAR CONSTANTINOPLE

On the railroad line Panderma-Balikessir-Sousourlok-Soma, for which the concession has recently been granted, about 71 kilometers distant from the harbor of Panderma, is found the antimony mine of Demir Kapou, near the village of the same name. The premises extend over an area of about three thousand acres and include four veins of considerable strength. The region is not being worked at present owing to a lack of capital.

Another mine on the Asiatic coast of the Sea of Marmara is the argentiferous lead mine of Kara-Dagh. It is situated in the caza of Bigha, about 40 kilometers distant from Kara-Bigha, which has excellent harbor facilities. This mine is said to be one of the best of its kind in Turkey. The former proprietor made attempts at exploitation at three points, Dodja, Kodja-Kavouchlar and Gumuch-Acheka, but finally limited his efforts to the last named. This mine was successfully worked in former times, but was abandoned some 15 years ago, after the crumbling in of the earth, which destroyed the entire plant. It is thought however that the work might be taken up again and be carried at this point to a depth of 20 or 30 meters and for a length of 600 meters. The mine has several shafts and drifts. Transportation facilities to the place of embarkment at Kara-Bigha are not difficult and wagons carrying 750 kilograms, drawn by buffaloes, make this trip in a day at a charge of 50 piasters. The entire expenses to the ship, including lading and storage, amount to about 17 francs per ton.



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SAMSOUN.

American articles are yet very little known at Samsoun as the patronage here cannot venture to order goods from America. Merchants cannot calculate with certainty when goods will arrive here and the condition for payment, i. e. accrediting in Paris or London, are arduous. The merchants here are accustomed either to pay at the arrival of the goods or to sign a draft for payment after four to six months.

As long as American houses are unwilling to conform to these modes of payment and as long as there are no direct steamship lines, it will be very difficult to have an important market for American wares in this region. America has to take into consideration the following articles: Galvanized iron wire, barbed wire, wire nails, corrugated iron sheets, iron pipes, iron ware of all kinds, matches, jewelry, rubber shoes, cotton cloths, cabot, perfumes, paper of all sorts, bureau articles, cigaret boxes of hard paper, cigaret mouthpieces of wood, lamps, sole and lac leather, cotton oil.

Wire nails and iron wire are sold by the "Paris gauge" while iron pipes are bought according to the "Syndicate tariff".

Prices should always be quoted c.i.f. Samsoun, for cash payment minus a

certain discount, or against a draft due in four to six months and payable in Samsoun. Iron articles, iron nails, corrugated iron sheets, cotton oil are traded in cash only.

If the "Banque d'Athènes" will establish a branch in New York it would considerably facilitate the collecting of drafts for export firms, because this bank has a branch office in Samsoun.

Travelling agents should also be sent to this place in order that manufacturers may get an insight into business here and eventually may take with them samples of staple articles for imitation. I am sure that in this way America may gradually gain in Turkey the position which she deserves.

WILLIAM PETER.



Mr. J. M. Rappaport of Constantinople, now on a visit to the United States where he represents the American Chamber of Commerce for Turkey, is prepared to place reliable firms in Turkey, which do not yet work with America, into relations with American importers of Turkish tanning materials (valonia, gall apples, etc.) seeds, raw silk, rugs, olive products, slippers, mother-of-pearl, gum tragacanth, mohair, and other natural products of the Levant. On the other hand some of Mr. Rappaport's connections in America look for steady

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COTTON MILLS IN TURKEY.

From Dr. Brautman of Saloniki comes the following argument for establishing cotton mills in that region:

English manufacturers of cotton cloth are never in direct connection with customers but sell their goods through commissioners who receive about 4%. Transportation from Manchester to Saloniki costs 5½%, with another 2% for docking and customs house formalities; then 11% customs duty. The total is 22½%. Cloth deliverable in Manchester at \$1.34 per piece of 22½ yards has cost \$1.56 at Saloniki.

Land can be purchased from 36 to 85 cents per square yard in Saloniki or from 12 to 18 cents in the environs. The cost of men's labor, for ten to eleven hours a day in winter, varies from 36 to 85 cents; women's labor, from 18 to 36 cents. All machinery and appliances for a new industry are admitted free of duty. Turkey supplies raw cotton in abundance.

A cotton cloth factory, spinning its own cotton, would require a capital estimated at about \$250,000.

The Third Army Corps, whose headquarters are at Saloniki uses annually 25 to 30,000 pieces of cloth (22½ yards per piece). The army corps of Adrianople, Constantinople and Smyrna require similar amounts.

Russia proposes to subsidize shipping at the rate of 75 rubles per ton of gross capacity and 135 rubles per indicated horsepower for steel ships constructed in Russian yards of Russian raw material. The law, if passed, is to remain in force for 15 years.

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COMMERCIAL LETTER FROM CYPRUS.

With great interest we have perused "The Levant Trade Review" and we appreciate the value of the work which is being done for promoting the American export trade in the Levant.

The promising outlook which exists for the American trade is very encouraging, as we observe that during the last few years a good deal of development has been worked out thanks to the efforts of the American consular representatives in the Near East. The import trade in the Levant will be speedily increased and we advise our friends abroad to study the wants of the different oriental markets and try to meet their requirements as do other competitors. In the development of trade there are two principal points which have to be well considered, the shipping and banking facilities. Something has been done as to

the first point though we hope proper American lines of steamers will run regularly and render the most useful service to the American export trade, but as regards the second point we have nothing favorable to report, as it is well known that so far no American banking concern is represented in the Levant. The Germans, on the other hand, are allowing six to nine months credits without charging any interest with the exception of a few lines. At one time Great Britain insisted on cash against shipping documents, but in late years she has been compelled to imitate the competing countries in order to keep up her trade in the Levant.

The agricultural prosperity of the country is a matter of vital importance to all classes of people, as they are all most interested, directly or indirectly, in agriculture. At the present time nearly everything is imported from abroad to meet their requirements, which imports come from

E. J. DAVEE,

Smyrna, Turkey.

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Great Britain, Germany, France, Italy, Belgium and Austria. It would be encouraging to see the American manufacturers endeavouring to secure a good share in the whole import trade in the Near East. To succeed in this, they have to follow out systematically the methods adopted by the competing markets.

The American Chamber of Commerce should undertake the organization of a permanent exhibition of agricultural implements and machinery in the most important markets of the Near East. This exhibition will enable agriculturists to decide for themselves, by actual trial, which machines and implements are best suited to their requirements. The continental manufacturers are well acquainted with the tastes and wants of the farmers. European agents and travellers may be found purchasing implements manufactured locally in a primitive way which they send home to imitate and improve.

With regard to the textile fabrics, which form one of the most important articles of import trade in the Levant we note the following:

The articles which obtain the largest sale are cotton piece goods in general. English goods are preferred for quality but French, Italian and Austrian are considered more tasteful in their designs. The commission agents and travellers are well supplied with books of samples for distributing purposes, showing designs and qualities as well.

Cyprus has a good export business in grain, wool, cotton, skins, locust beans, cattle, wines and fruit, and has an import trade for all articles imported in the whole of the Levant.

Cyprus possesses valuable mineral resources and copper and asbestos mines are already in working condition. There are several other copper and asbestos fields, the concession of which can be easily obtained. There are also raw umbers which are exported from the port of Larnaca for Italy and England and a small part to America.

Larnaca, Cyprus, October 1911.

P. J. LOUISIDES.

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THE BLACK BAND.

The existence of certain unscrupulous business men in Smyrna and Constantinople has led to the current term of the Black Band. Both as importers and exporters people of this class have managed to find credulous firms in Europe and America whom they have defrauded. Beeswax is offered at an attractive price but paraffin is the article received by some unlucky consignee in New York or Liverpool; cotton becomes rags, "olive oil" proves never to have known the olive.

George K. Vem'an, once of Smyrna and now of Constantinople, is one of the most notorious culprits. With his accomplice, Assadur Garabetian, he has just been condemned to two years imprisonment.

Among dishonest importers may be mentioned K. Agopian & Co., H. Altanian, M. S. Manuelian, H. Harabetian, Kessibastian, Kaltakjian, Basile A. Tara, O. Saicy, Constantin Artaki.

It behooves merchants abroad to use discretion or make some investigation when taking up business with unknown parties, especially when the terms offered are somewhat too favorable. Firms advertising in the *Levant Trade Review* are reputable. Letters of inquiry in regard to the standing of firms may be sent to the local banks or to the Secretary of the American Chamber of Commerce for Turkey.

THE WHEAT CROP.

Asia Minor.—The Wheat crops, both soft and hard, are 25% smaller than last years crops, but the quality is far superior. The crops of Asia Minor will cover the needs of that territory. Last year's wheat, because of its great quantity and its poor quality, has to a large extent been left on the market, and will be mixed with the superior crop of this year.

European Turkey.—The chief production is in hard wheat. The present crop is good in quantity and excellent in quality. Owing to the scarcity in Russia and the high prices of Rumania, purchases for the Greek islands, Greece and Italy are largely made in European Turkey.

TIANO FRÈRES & C^{IE}

Saloniki, Constantinople, Adrianople, Uskub, Smyrna.

Works and Foundry at Saloniki

PURVEYORS TO THE MINISTRIES OF WAR AND PUBLIC WORKS

Installation of flour mills, machines for food products, oil extraction, briquette manufacturing, metal working, ice making, mineral waters, treating and transporting minerals.

Steamships, locomotives, automobiles, steam engines, road rollers, carts and trucks, boilers, turbines, hydraulics, gas and petroleum motors, pumps.

Installation of water works, light systems, electric power, bridges, etc.

Estimates and specifications furnished on application. Easy terms of payment.

Cable Address:
"DIGGERI", Smyrna.

Codes used } A. B. C. 5th
 } Private Codes

AL. C. EMMANUEL

Established 1860

Packers & Exporters

of

FIGS, RAISINS, HALVA,
ORANGES, LEMONS,
and
VALONEA

SMYRNA - TURKEY.

DIMITRI SEREFAS

Exporter of Skins,
Wool, Goats Hair.

Special department: finest qualities

of

Turkish Tobacco

SALONICA-TURKEY

Telegraphic address:

ABRAM JUDA

Abram B. Juda & Co

**Salonica,
Turkey.**

IMPORT MERCHANTS

Specialities : gaz and petroleum motors, agricultural machinery, farm implements, milling machinery, metal working machinery, machine oils.

Juda & Salmona

IMPORT - EXPORT

GENERAL COMMISSION AGENTS

**Contractors,
Insurance,
Steamship**

AGENTS and BROKERS

Telegraphic Codes:

Scott's Code 6th Edition 1885.

Reprint 1892, and A. I. Code.

**Salonica,
Turkey.**

MISSIR AND CO.

SMYRNA, TURKEY.

**Members of the Dried Fruit
Association of New York.**

Packers of Figs and Sultana Raisins.

Cable Address :

MISSIRCO — SMYRNA.

The olive crop of the districts of Aivaly, Adrammyt and Mitylene bid fair to be excellent. The olives of these districts are used chiefly for the production of oil, and the present crop is estimated at 100,000 barrels (barrel at 200 kilos net contents) for cooking and table purposes, and 150,000 barrels of oil for soap making. Continued dry weather would reduce these estimates by 40%. Very rainy weather during the gathering season, or early frosts, would injure the quality of the crop.

In Tabriz, "The Persian-American Commercial Company" has been formed for the purpose of developing trade between the United States and Persia. The company is under the auspices of the Orient-Occident Unity Society, 1800 Belmont Road, Washington, D. C.

The Postmaster General of Australia has ordered two American canceling machines for the central post offices at Sydney and Melbourne at a cost of £480 each.

ARCHIPELAGO AMERICAN S.S. COMPANY

INCORPORATED IN PORTLAND, MAINE, U. S. A.

Steamships "INDIANA", "CALIFORNIA", "VIRGINIA", "NEW YORK",
"TEXAS", "FLORIDA", "MAINE", "OREGON", "MONTANA".

Frequent regular sailings to & from Adalia, Adramytte, Aivaly, Alaia, Alexandretta, Beyrout Boudroum, Caiffa, Carlovassi, Calymnos, Cavalla, Castellorizo, Chio, Constantinople, Dardanelles, Dedeaghatz, Dikily, Gallipoli, Halki, Jaffa, Kemer, Kiulluk, Kos, Leros, Lemnos, Makri, Mersina, Mitylene, Nisyros, Patmos, Phinica, Rhodes, Salonica, Selefkia, Symi, Tchesme, Tigani, Tripoli (Syria), Vathy (Samos) and other ports.

**All the above steamers contain good first
and second class passenger accommodation.**

For Freights and full particulars apply to the Company's Head Office in Smyrna (Asia Minor) or to its Agencies at any of the above named ports.

"Levant Trade Review" Correspondents.

ALEPPO	LORENZO MANACHY; GEORGES CABBABEH.
ALEXANDRIA (Egypt)	Vice Consul ROMEO.
ATHENS (Greece)	
BAGDAD	Vice Consul JAMES SCOTT LEVACK.
BATOUM (Russia)	Vice Consul MATTIEVICH.
BELGRADE (Servia)	Vice Consul SAMUEL WEISS.
BEIRUT	
BRAILA (Roumania)	ANTHONY THEODORIDI.
HARPUT	GEORGE GHEVOND.
JANINA (Albania)	A. PHILIPPOU.
JERUSALEM	ALTER LEVIN.
KONIA	VAYANOS FRÈRES.
LARNACA (Cyprus)	P. J. LOUISIDES.
MERSINE	DEMOSTHENES LYKIARDOPOULOS.
ODESSA (Russia)	
SALONICA	Dr. SYLVAN BRAUTMANN; VITAL OJALVO.
SAMSOUN	Consular Agent WILLIAM PETER.
SMYRNA	THEO. BALTAZZI.
TEHERAN (Persia)	Consular Agent JOHN TYLOR.
TREBIZOND	ISAAC MONTESANTO.
TRIPOLI-IN-BARBARY	V. H. HASSAN; ALFREDO NUNES VAIS.
VARNA (Bulgaria)	

PERSONALIA

John C. Uhrlaub, Wholesale Importer of Oriental Rugs and Carpets, 114-116 Fifth Ave., New York City, has arrived in Constantinople on his 25th annual visit. Mr. Uhrlaub is a fine specimen of American business manhood. *Levant Trade Review* hopes he may make 25 more annual visits to Turkey.

§

John Willard Surbrug, jr., 204 Broadway, New York City, and Mr. C. Contopoulos, 14 Park Place, New York City, Manufacturers and Importers of Tobacco, passed through Constantinople on their way to Cavalla.

§

Randolf Rogers Santini, 43 Exchange Place, New York City, representing the Oxford Copper Company, spent some time at the Summer Palace Hotel, Therapia, Constantinople.

§

Mr. Siersdorfer, European representative of H. J. Heinz Co. of Pittsburgh, Pennsylvania, the well-known manufacturers and exporters of Pure Food Products, arrived in Constantinople, Sept. 25. After making arrangements for a general agency in Turkey, he proceeded to Bucharest.

§

M. Marcis, foreign sales manager of The Albemarle Paper Manufacturing Co. of Richmond, Virginia, has favored us with a call. He is successfully introducing American Blotting Paper into the Levant.

§

Frederick Wirth, jr., of the American Trading Company in Constan-

tinople has returned from a trip to America during which he investigated the possibilities of direct steamship service between America and the Levant. He returns optimistic.

§

Alexander Wright, who for the past year has been one of the overseers of construction at the American College for Girls at Arnaoutkeuy has been obliged to return to America on account of ill health.

§

John F. Buerkel of Buerkel & Co., Boston, Engineers and Constructors of Steam Heating and Power Plants, has spent some time in Constantinople on important business. His firm is furnishing the heating plant for the new buildings of the American College for Girls at Arnaoutkeuy on the Bosphorus. Mr. Buerkel leaves John Curtin, his chief engineer, in charge of the firm's interests out here while he himself returns to Boston. It is not unlikely that Buerkel & Co. will considerably extend their operations in Turkey.

§

Thomas L. Kirkpatrick, passed through Constantinople on his way to Tabriz, Persia, from which city *Levant Trade Review* will hear from him occasionally.

§

Loring P. Jordan, formerly an instructor in Robert College, recently arrived here en route for Teheran where he is confidential secretary to Mr. Morgan Shuster, the American who is Treasurer General of Persia.

§

CLASSIFIED LIST OF MEMBERS

American Chamber of Commerce for Turkey

(PLEASE REPORT ANY INACCURACIES TO THE SECRETARY).

Agricultural Implements & Machinery.

American Seeding Machine Co., Exporters	Richmond, Ind., U. S. A.
Artus, Jean, Importer	Mersine.
Audi & Frères, S., Importers	Beirut.
Avedissian & Kechichian, Importers	Adana.
Avery Co., Exporters	Peoria, Ill., U.S.A.
Balladur, Paul J., Importer	Smyrna.
Blum & Levy, Importers	Jerusalem.
Bonja & Co., A., Importers.	Aleppo.
Debbas, Jean, Importer.	Tarsus
Demirdjian, Moşes N., Importer.	Aintab
Dizengoff, M., Importer.	Jaffa.
Draghi, Louis, Importer	Adana.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul. .	Constantinople.
Farquhar, A. B. & Co., Exporters, Cotton Exchange Bldg.	New York City, U.S.A.
Flechsigg, Oscar, Importer.	Aleppo.
Frangakis, Ant. Ch., Importer	Aleppo.
Haim, D., Importer	Jaffa.
Hindié, Elias, Importer	Aleppo.
Karamanoukian & Fils, Garouge, Importers	Aintab.
Kurkdjian, Habib, Importer.	Aintab.
Louisides & Co., P. J., Importers, Larnaca	Cyprus.
Loutfalla, Georges, Importer	Adana.
Lykiardopoulos Fils, A., Importer	Mersine.
Minassian, M., Importer	Salonica.
Montgomery Ward & Co., Exports	Chicago, U.S.A.
Mouradyan Frères, B. J., Importers, Rue Mahmoudié, Galata.	Constantinople.
Nergararian, H. G., Importer	Varna, Bulgaria.
Nergararian H.G., Importer, Khorassandji Han, Stamboul	Constantinople.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata.	Constantinople.
Selian, R.B., Importer	Mersine.
Strong & Trowbridge Co., Exporters, 11, Battery Place, .	New York City, U.S.A.
Sursock, Aziz, Importer	Tarsus.
Tiano Fli. Societa Italo-Orientale, Importers.	Salonica.
Velissarides & Co., E., Importers	Trebizond.
Walter A. Wood Mowing & Reaping Machine Co., Exporters,	Hoosick Falls, U.S.A.
Whitman Agricultural Co., Exporters, 6900 South Broadway,	St. Louis, Mo., U.S.A.

Architects.

R. R. Kendall, c/o American Bible House, Stamboul. . . .	Constantinople.
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Attorneys at Law.

Mizzi, Lewis F., Rue Asmali Mesdjid, 35, Pera	Constantinople.
Paleologue, Galien.	Smyrna.
Shadaravian, Djemil Effendi	Aleppo
Whittall, Eric	Smyrna.

Automobiles.

Belart Lanz, F., Importer, Ihsan Bey Han, Stamboul	Constantinople.
Ford Motor Co., Exporters,	Detroit, U. S. A.

Banks and Bankers.

Anglo-Palestine Co. Ltd.	Jerusalem.
» » » »	Beirut.

Banque d'Athènes	Constantinople.
» »	Samsoun.
» »	Smyrna.
Banque de Mételin	Smyrna
Banque d'Orient.	Smyrna.
Banque de Salonique.	Constantinople.
Banque Impériale Ottomane	Constantinople.
» » »	Kerassund.
Capayannidès, G.	Trebizond.
Charaoui, Joseph	Alexandretta.
Deutsche Orientbank A. G	Constantinople.
Fils d'Abram Nahman	Salonica.
Lemmi Frères, G.	Ordou.
Lévy, Juda Gabriel	Janina, Albania.
Mavromati, André.	Mersine.
Modiano, Saül Is.	Salonica.
Modiano, Ugo R.	Salonica.
Phostiropoulo Frères,	Trebizond.
Pisani, Alex. C.,	Kerassund.
Wiener Bank Verein,	Constantinople.

Beds and Supplies.

Lambichi, M. E , Importer,	Smyrna.
Simmons Manufacturing Co , Exporters,	Kenosha, Wis., U.S.A.
Suffern & Co., Exporters, 90-96 Wall St.,	New York City, U.S.A.

Beer.

Audi & Frères, Importers,	Beirut.
Hindie Frères, Importers,	Aleppo.

Belting.

Seferiades, S. A , Importer,	Smyrna.
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Boots and Shoes.

Audi & Frères, S., Importers,	Beirut.
Bates & Co., A.J., Exporters, 176-178 Duane St.,	New York City, U.S.A.
Brown Shoe Co., Manufacturers and Exporters	St. Louis, Mo., U.S.A.
Churchhill & Alden Co., Manufacturers and Exporters	Campello, Mass., U.S.A.
Damiani, Barnabé, Importer,	Jerusalem.
Fulias & Co., Importers, Abid Han, Galata,	Constantinople.
Hananel, N.B., Importer, Xanthopoulo Han, Stamboul,	Constantinople.
Hindie Frères, Importers,	Aleppo.
Kirchner & Co., Importers	Aleppo.
MacVittie, F., Importer,	Smyrna.
Magnifico, E.A. Importer,	Smyrna.
Sciaky, Salomon J , Importer,	Salonica.
Strong & Trowbridge Co., Exporters, 11, Battery Place	New York City, U.S.A.
Sursock, Aziz, Importer,	Tarsus.
Tambakis, E. C., Importer,	Smyrna.

Builders' Hardware.

American Trading Co., Importers, Noradoung Han, Galata,	Constantinople.
Blum & Levy, Importers,	Jerusalem.
Farwagi, E., & Fils, Importers	Jaffa.
Fli. Tiano, Importers	Salonica.
Matteossian, Leon, Importer, British Post Office Box,	Constantinople.
Minassian, M., Importer,	Salonica.
Strong & Trowbridge Co., Exporters, 11, Battery Place	New York City, U.S.A.
Roch, Alf., & H. Latour, Importers	Jaffa.

Candles.

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

Carpets and Rugs.

Andria, H.de, Exporter, Kutchuk Ismail Pasha Han, Stamb.	Constantinople.
Apikian & Co., Exporters,	Baghdad.
Blackler, F., Exporter,	Smyrna.
Castelli, N., Exporter, Validé Han, Stamboul,	Constantinople.
Chasseaud, F. W., Exporter, Ihsan Bey Han, Stamboul, . .	Constantinople.
Filipachi, Paul, Exporter, Keuprulu Han, Stamboul, . . .	Constantinople.
Gulbenkian Bros & Co., Gulbenkian Han, Stamboul . . .	Constantinople.
» Parsegh K., Exporter	Baghdad.
Harputlian, Kevork, Exporter, Bouyouk Yeni Han, Stamboul	Constantinople.
Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul. .	Constantinople.
Kafaroff, Talip A., Exporter, Rassim Pacha Han, Stamb.	Constantinople.
Karadaghli, A. E., Exporter, Djéférié Han, Stamboul. . .	Constantinople.
Karagheusian, A. & M., Exporters, Astartjian Han, Stamboul	Constantinople.
» » » Importers, 890, Broadway	New York City, U.S.A.
Kazan & Co., A. E., Exporters, Keuprulu Han, Stamboul .	Constantinople.
Kevork Skender, K. & D, Exporters.	Baghdad.
Kouyoumdjian, Hagop, Exporter.	Baghdad.
Maghak, Fathalla D., Exporter	Baghdad.
Mazlumian Bros., Exporters, Eski Régie Han, Stamboul .	Constantinople.
Messayah, Joseph I, Exporter.	Baghdad.
» R. D., Exporter	Baghdad.
Messulam, A, Exporter, Saidié Han, Stamboul	Constantinople.
Oriental Carpet Manufacturers Ltd., Exporters	Smyrna.
» » » »	Constantinople.
Pappadopoulo, M. N, Exporter, Matheo Han, Stamboul. .	Constantinople.
Pardo, R. S., Exporter, Rue Kabristan, 14, Pera	Constantinople.
Roditi, A., Exporter, Dikranian Han, Stamboul	Constantinople.
Rostomian, R., Keuprulu Han, Stamboul.	Constantinople.
Saba, A., Exporter	Aleppo
Sadullah & R. Levy, Exporters, Stamboul.	Constantinople.
Souhami, R., Exporter, Ihsan Bey Han, Stamboul	Constantinople.
Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, Stamboul.	Constantinople.
Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamboul .	Constantinople.
Uhrlaub John C., Importer, 114 Fifth Ave.,	New York City, U.S.A.
Zehnder, J. U., Exporter, Kendros Han, Stamboul	Constantinople.

Carriages (wheels, springs, etc.)

Birch, James H., Exporter	Burlington, N.J., U.S.A.
Ovessanoff Stephen, Importer.	Baghdad.

Cigarettes.

The Surbrug Co., Manufacturers	New York City, U.S.A.
The Surbrug Co, Manufacturers	Richmond, Virginia, U.S.A.
Drucklieb & Co., C, Manufacturers	New York City, U.S.A.

Clocks and Watches.

Enriquez, Clement, Importers,	Baghdad.
Karamanoukian & Fils, Garage, Importers,	Aintab.
Keystone Watch Case Co., Exporters (European Branch) .	Hamburg, Germany.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul,	Constantinople.
Montgomery Ward & Co., Exporters,	Chicago, Ill, U.S.A.
Strong & Trowbridge Co., Exporters, 11 Battery Place, . .	New York City, U.S.A.

Coal.

Cauchi Fli., Importers,	Salonica.
Rees & Co.Ltd., T. Bowen, Importers,	Smyrna.

Rowell & Molho, Importers,	Salonica.
Saltiel, Nico, Importer,	Salonica.
Theodoridi & Co., Importers	Braila, Roumania.
Whittall & Co., C., Importers,	Smyrna.

Concrete and Cement.

Asseo, Mentech M., Importer,	Salonica.
Cabbabeh Frères, Importers,	Aleppo.
Ojalvo, Vital, Importer	Salonica.

Copper.

Juda & Salmona, Importers,	Salonica.
Modiano, Joseph Is., Importer,	Salonica.
Navarro, Isaac J, Importer,	Salonica.
Roditi, A., Importer, Dikranian Han, Stamboul	Constantinople.
Shabandar, Mahmoud, Importer,	Baghdad.

Cotton.

Artus, Henri, Exporter,	Mersine.
Brazzofoli, Max, Exporter,	Mersine.
Debbas, Jean, Exporter,	Tarsus.
Draghi, Louis, Exporter,	Adana.
Gazalè, N. F., Exporter	Aleppo.
Lykiardopoulos Fils, A., Exporter,	Mersine.
Simeonoglou, Aristides, Exporter,	Adana.

Cotton Goods.

Abdeni & Co., G.G. Importers,	Aleppo.
Altitzoglou Fils, J., Importers,	Mersine.
Apikian & Co, Importers.	Baghdad.
Arabian, Gaizak, Importer,	Trebizond.
Baltazzi, Theo. S., Importer,	Smyrna.
Bekhor, Showa, Importer,	Baghdad.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul,	Constantinople.
Berk, Puttnam & Co., Importers,	Baghdad.
Blackey, Cree & Co, »	Baghdad.
Cabbabeh Frères, Importers,	Aleppo.
Chrissafidès & Georgiades, Importers, Stamboul,	Constantinople.
Cohen Mordoh & Co., Importers,	Salonica.
Damien, Joseph, Importer,	Baghdad.
Dasho, Yakoub, Importer,	Aleppo.
Demirdjian, Moses, N., Importer,	Aintab.
Edwards & Sons, Importers, Dilziz Zadé Han, Stamboul,	Constantinople.
Elishaa, Nessim, Importer,	Baghdad.
Elowe, Raphael, »	Baghdad.
Enriquez, Clement, »	Baghdad.
Fils de G. Errara & Co., Importers,	Salonica.
Flehsig, Oscar, Importer,	Aleppo.
Florentin Saporta & Baraha, Importers,	Salonica.
Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul.	Constantinople.
Giraud, O, Importer, Hagopian Han, Galata,	Constantinople.
Haldopoulo, N. P., Importer,	Trebizond.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul,	Constantinople.
Hindié, Elias, Importer	Aleppo.
Jeboury, Beythoum, Importer	Baghdad.
Juda & Salmona, Importers.	Salonica.
Kabbaz & Co., P. A., Importers.	Aleppo.
Karamanoukian & Fils, Garouge, Importers.	Aintab.

Kirchner & Co., Importers,	Aleppo.
Kouyoumdjian, Hagop, Importer	Baghdad.
Langridge, F. F., Importer.	Baghdad.
Louisides & Co., P. J., Importers	Larnaca, Cyprus.
Lynch & Co., Stephen, Importers	Baghdad.
Menachy & Fils, Yanni, Importers.	Aleppo.
H. Manuelian & Co, Importers	Mersine.
Matteo-sian, Leon, Importer, British Post Office Box . . .	Constantinople.
Messayeh, Joseph J., Importer.	Baghdad
Minot Hooper & Co, Exporters.	New York City, U.S.A.
Modiano, Joseph Is., Importer.	Salonica.
» Saül Is., »	»
Modiano, Ugo R., Importer,	Salonica.
Morpurgo, Moise Importer	Salonica.
Mouradian, Kevork, Importer, Stamboul,	Constantinople.
Nahum, H. di P., Importer.	Tripoli-in-Barbary.
Pappadimitriou Bros. & Co., Importers.	Smyrna.
Peristiany & Frères, J. Th., Importers	Aleppo.
Philippou, A., Importer.	Janina, Albania.
Strong & Trowbridge Co., Exporters, 11, Battery Place, .	New York City, U.S.A.
Suffern & Co., Exporters, 90-96, Wall Street	New York City, U.S.A.
Henri Tiano, Importer.	Salonica.
Vafiadachi, M. & A., Importers.	Smyrna.
Varbetian, L. & L., Importers	Smyrna.
Zarifi, L., Importer, Hagopian Han, Galata	Constantinople.
Zelveian, M. & K., Importers.	Mersine.
Zollinger & Co., Importers	Aleppo.

Cotton Seed Oil.

Amar & Co, S., Importers, Validé Sultan Han, Stamboul.	Constantinople.
American Cotton Oil Co., Exporters, 27, Beaver Street . .	New York City, U.S.A.
Aspegren & Co., Exporters, Produce Exchange	New York City, U.S.A.
Audi & Frères, S., Importers	Beirut.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul. . .	Constantinople.
Cohen Mordoh & Co, Importers.	Salonica.
Flechsigg, Oscar, Importer	Aleppo.
Fulias & Co., Importers, Abid Han, Galata.	Constantinople.
Giraud, O., Importer, Hagopian Han, Galata	Constantinople.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul	Constantinople.
Juda & Salmona, Importers.	Salonica.
Kirchner & Co., Importers	Aleppo.
Louisides, P. J., Importers	Larnaca, Cyprus.
Manachy & Fils, Yanni, Importers.	Aleppo
Marcopoli & Co., V., Importers	Aleppo.
Mill, E.H., Mgr. Strong & Trowbridge Co., Importers, Galata	Constantinople.
Modiano & Co., Levy V., Importers	Salonica.
Navarro, Em. Is., Importer.	Salonica.
Rowell & Molho, Importers,	Salonica.
Sarantis Frères, Importers, 19, 20, Omar Abid Han, Galata	Constantinople.
Seefelder, Hans, Importer,	Salonica.
Sourlangas Fils, E.N., Importer, Ghazi Asker Han, Stamboul,	Constantinople.
Suffern & Co., Exporters. 90-96, Wall Street,	New York City, U.S.A.
Tasartez & Barzilaï, Importers, Tohafdji Han, Stamboul .	Constantinople.
Tiano, Henri, Importer,	Salonica.
Xanthos, C., Importer,	Salonica.

Cotton Yarn.

Abdeni & Co., G. G., Importers,	Aleppo
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Baltazzi, Theo. S., Importer,	Smyrna.
Cabbabeh Frères, Importers,	Aleppo.
Dasho, Yakoub G., Importer,	Aleppo.
Demirdjian, Moses N., Importer,	Aintab.
Fils de G. Errara & Co., Importers,	Salonica.
Flehsig, Oscar, Importer,	Aleppo.
Hindié, Elias, Importer,	Aleppo.
Mouradian, Kevork, Importer, Stamboul,	Constantinople.
Peristiany & Frères, J. Th., Importers,	Aleppo.
Simeonoglou, Aristides, Exporter,	Adana.
Société Commerciale du Levant, Importers,	Salonica.
Zollinger & Co., Importers,	Aleppo.

Customs Brokers.

Vandegrift & Co., F. B., 12-25 Whitehall St,	New York City, U.S.A.
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Department Stores

Economic Co-operative Society Ltd.,	Constantinople.
Montgomery Ward & Co.,	Chicago, U.S.A.

Drugs and Pharmaceutical Products.

Allendorff Co., J. F., Importers,	Philadelphia, U.S.A.
The Fellows Company, Manufacturers, 26 Christopher St.,	New York City, U.S.A.
Hannania & Son Showa, Joseph, Importers,	Baghdad.
La Fontaine Bros., Ltd., Importers,	Constantinople.
Lanzon, Giuseppe, Importer,	Tripoli-in-Barbary.
Parke, Davis & Co., Exporters, 90 Maiden Lane,	New York City, U.S.A.
Suffern & Co., Exporters, 90-96 Wall St.	New York City, U.S.A.
Toeg, Ephraim S., Importers,	Baghdad.

Dry Goods.

Florentin Saporta & Beraha, Importers,	Salonica.
Stern, Michael, Merchant,	Jerusalem.

Electrical Supplies.

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

Engines (Gasoline, Traction, &c.).

Waterloo Gasoline Engine Co., Exporters,	Waterloo, Iowa, U.S.A.
Wolverine Motor Works, Exporters	Bridgeport, Conn.

Engineering.

Aperguis & Co., N.A., 40 Rue de la Douane, Galata,	Constantinople.
Chirin, Leon, M.E., Kenadjian Han, 3, Stamboul,	Constantinople.
United States Engineering Co., Consulting & Exporting, 80 Wall St.,	New York City, U.S.A.

Exporters (General).

Abdulaly Bros	Baghdad.
Ar-sen & Co., A. G., Gulbenkian Han, Stamboul.	Constantinople.
Berk, Puttnam & Co.	Baghdad.
Parsegh G. Essefian, 28 Khorassandji Han, Sirkedji, Stamb.	Constantinople.
Kiziroglou & Co.	Samsoun.
Loir, Edouard	Beirut, Syria.
Papadopoulos, S. H.	Samsoun.
Sarafoglou, A. Th.	Samsoun.

Sarantis Frères, Exporters, 19, 20 Omar Abid Han, . . . Galata, Constantinple.
 Vandegrift & Co., F. B., 12-25, Whitehall Street . . . New York City, U.S. A.

Firearms and Ammunition.

Peters, Frederick. Exporter, Pickhuben, 4, Freijhafen. . . Hamburg (Germany).

Flour.

Capayannidès, G., Importer Trebizond.
 Feingold, S, Importer Jerusalem.
 Lebel Frères & Cie, Importers, Mahmoudié Han, Stamboul Constantinople.
 Palassoff, M. P., Importer Ordou.
 Stock & Mountain, Importers, Khorassandji Han, Stamboul Constantinople.

Fountain Pens.

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

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

Austro-Oriental Trading Co Ltd, Exporters Baghdad.
 Barff & Co. Ltd, P. G., Exporters Smyrna.
 Blockey, Cree & Co., Exporters Baghdad.
 Chukur & Aziz, Exporters Baghdad.
 Davee, E. J., Exporter Smyrna.
 Elmastian, Djanik, Exporter, Smyrna.
 Elowe, Raphael J., Exporter Baghdad.
 Emmanuel & Co, Alex. C., Exporters Smyrna.
 Georgiadès & Co, Exporters Smyrna.
 Hadjantony, Ant. B., Exporter Smyrna.
 Hamparzum, Aram, Exporter. Smyrna.
 The Hills Bros. Co., Exporters Baghdad.
 Wm. Hills Jr. & Co, Exporters Baghdad.
 Maghak, Fathalla D., Exporter Baghdad.
 Maktoobi Zada Omar Fouzi Bey, Exporter. Baghdad.
 Manola John, Exporter Smyrna.
 Messayeh, Joseph J., Exporter. Baghdad.
 Missir & Co., Exporters Smyrna.
 Missir & Co., Nicholas J., Exporters Smyrna.
 Reggio & Co., Ant., Exporters Smyrna.
 Roch, Alfred, & H. Latour, Exporters Jaffa.
 Schamasch, Gourgie & Cie, Exporters Baghdad.
 Shabandar, Mahmoud, Exporter. Baghdad.
 Stassinopoulo, S. A., Exporter Smyrna.
 Whittall & Co., C., Exporters Smyrna.
 Wood & Selich, Importers, Dudson, Duane & Thomas Street New York City, U.S.A.

Furniture.

Abdulaly Bros., Importers Baghdad.
 Lambichi, M. E., Importer. Smyrna.
 MacVittie, F. J., Importer Smyrna,
 Montgomery Ward & Co, Exporters. Chicago, U. S. A.
 Nahmias & Miranda, Importers Salonica.
 Ovessanoff, Stephen, Importer Baghdad.
 Tucker. Thos. C., Importer, Rue Perchembé-Bazar, Galata. Constantinople.

Glass.

Asseo, Mentech M., Importer. Salonica.
 Navarro, Isaac J., Importer. Salonica.
 Ovessanoff, Stephen, Importer Baghdad.

General Exporters and Importers.

Abdeni & Co. Aleppo.
 Austro-Oriental Trading Co. Ltd. Baghdad.

Cabbabeh Frères	Aleppo.
Caravas, Ant. S.	Smyrna.
Charoui, Joseph.	Aleppo.
Coben Mordoh & Cie.	Salonica.
Curmusi, Theo. N., Tchিনি Richtig Han, Galata	Constantinople.
Damiani, Barnabé.	Jerusalem.
Dizengoff, M.	Jaffa.
Feingold, S.	Jerusalem.
Fils d'Abram Nahman	Salonica.
Flehsig Oscar	Aleppo.
Gazalè, N. F.	Aleppo.
Gelat, Elias Th.	Jerusalem.
Hadjantony, Ant. B.	Smyrna.
Haim, D.	Jaffa.
Haldopoulo, N. P.	Trebizond.
Hindié, Elias	Aleppo.
Iahiel, Isaac I.	Salonica.
Khalil Nouné & Co.	Aleppo.
Kirchner & Co.	Aleppo.
Langri lge, F. F.	Baghdad.
Lemmi Frères, G	Ordou.
Levin, Alter	Jerusalem.
Louisides, P. J.	Larnaca, Cyprus.
Mahokian, A.	Trebizond.
Marcopoli & Co., V.	Aleppo.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata.	Constantinople.
Modiano, Ugo R.,	Constantinople.
Nemli Zadé Frères,	Trebizond.
Palassoff, M. P.,	Ordou.
Peristiany & Frères, J Th,	Aleppo.
Phostiropoulo Frères,	Trebizond.
Pisani Alex. C.,	Kerassund.
» George C.,	»
Reppen, Theo, Arabian Han, Galata,	Constantinople.
Sciaky & Co., Victor,	Salonica.
Scialom, Isaac Moise,	Salonica.
Seefelder, Hans,	Salonica.
Shabandar, Mahmoud,	Baghdad.
Spathopoulo Frères, P.,	Kerassund.
Stassinopoulo, S. A.,	Smyrna.
Suffern & Co., 90-96 Wall St.,	New York City, U.S.A.
Talamas & Frères, Georges J	Jaffa.
Tiano, Henri,	Salonica.
Zollinger & Co.,	Aleppo.

Government Contractors.

Berghaus, Walter, Ihsan Bey Han, Stamboul,	Constantinople.
Bucknam, R. D., Assicurazione Generali Han, Galata.	Constantinople.
Edwards & Sons, Dilsiz Zadé Han, Stamboul,	Constantinople.
Frescò & Sons, Aslan, Ladjivert Han, Galata	Constantinople.
Giraud, O., Hagopian Han, Galata,	Constantinople.
Hecht, Emil, Angora Han, Stamboul,	Constantinople.
Langdon, J. D., Naval Contractor,	Smyrna.
Tucker, Thos. C., Rue Perchembé Bazar, 26, Galata,	Constantinople.

Grain.

Feingold, S., Importer,	Jerusalem.
Sciaky, Salomon J., Exporter	Salonica.

Seefelder, Hans, Exporter,	Salonica.
Simeonoglou, Aristides, Exporter	Mersine.
Sursock, Aziz, Exporter,	Tarsus.
Xanthos, C., Exporter,	Salonica.

Groceries.

Abdulaly Bros., Importers,	Baghdad.
Cacoulides, J. P. H., Exporter,	Trebizond.
Capayannides, G., Importer,	Trebizond.
Economic Co-operative Society Ltd., Importers,	Constantinople.
Errera, Isaac G., Importer,	Salonica.
Flutti, Nicholas, Importer,	Mersine.
Goldberg, Tewell, Importer,	Jerusalem.
Hannania & Son Showa, Joseph, Importers,	Baghdad.
Hindie Frères, Importers,	Aleppo.
Hochstrasser & Co., Exporters,	Trebizond.
Leslie & Co., John H., Importers, 29, Lake St.,	Chicago, Ill., U. S.A.
Mahokian, A., Exporter,	Trebizond.
Modiano & Co., Levy V., Exporters,	Salonica.
Navarro, Emmanuel Is., Importer,	Salonica.
» M., Exporter,	Salonica.
» & Mijan, Importers,	Salonica.
Nemli Zadé Frères, Importers,	Trebizond.
Seefelder, Hans, Importer	Salonica.
Standard Grocery Co., Exporters	New York City, U.S.A.
Xanthos, C., Exporter	Salonica.

Gum Tragacanth.

Abdul Kader El-Khadery, Exporter	Baghdad.
Brazzofoli, Max, Exporter	Mersine.
Chachaty Frères, Exporters	Mersine.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Stamboul, Constantinople.	
Elishaa, Nessim, Exporter	Baghdad.
Gazalé, N. F., Exporter	Aleppo.
Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stam.	Constantinople.
» Parsegh K., Exporter	Baghdad.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul .	Constantinople.
Jeboury, Beythoum, Exporter,	Baghdad.
Khalil Nouné & Co., Exporters	Aleppo.
Kouyoumdjian, Hagop, Exporter.	Baghdad.
Maghak, Fathalla D., Exporter	Baghdad.
Manachy & Fils, Yanni, Exporters.	Aleppo.
Manuelian, H. & Co., Exporters.	Mersine.
Naccache & Fils, Ibr., Exporters	Mersine.
Zelveian, M. & K., Exporters	Mersine.

Guts (Sausage Casings).

Abdul Kader El-Khadery, Exporters	Baghdad.
Nemli Zadé Frères, Exporters.	Trebizond.
Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamboul.	Constantinople.
Damien, Joseph, Exporter	Baghdad.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Stamboul, Constantinople.	
Hecht, Emil, Exporter, Angora Han, Stamboul	Constantinople.
Messayeh, R. D., Exporter	Baghdad.
Selian, R. B., Exporter.	Mersine.
Zarifi, L., Exporter, Hagopian Han, Stamboul	Constantinople.

Hardware.

Abdulaly Bros., Importers	Baghdad.
Altitzoglou Fils, Importer	Mersine.

Aperguis & Cie., N. A., Importers, 40, Rue de la Douane,	Galata, Constantinople
Apikian & Co., Importers	Baghdad.
Artus, Henri, Importer	Mersine.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata	Constantinople.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul. .	Constantinople.
Berk, Puttnam & Co., Importers,	Baghdad.
Blum & Levy, Importers,	Jerusalem.
Bonja & Co., A., Importers,	Aleppo.
Demirdjian, Moses N., Importer,	Aintab.
Dizengoff, M., Importer,	Jaffa.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul, .	Constantinople.
Enriquez, Clement, Importer,	Baghdad.
Fils de G. Errara & Co., Importers,	Salonica.
Georgiades Nicholas, Importer, Georgiades Han, Sirkédji, St.	Constantinople.
Haim, D., Importer,	Jaffa.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul,	Constantinople.
Kirchner & Co., Importers	Aleppo.
Lambichi, M. E., Importer,	Smyrna.
Manachy & Fils, Yanni, Importers.	Aleppo.
MacVittie, F. J., Importer,	Smyrna.
Mill, E. H., Mgr. Strong & Trowbridge Co., Import., Galata	Constantinople.
Modiano, J. Is., Importer,	Salonica.
Montgomery Ward & Co., Exporters,	Chicago, Ill., U.S.A.
Mouradyan Frères, B. J., Importers, Galata	Constantinople.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata	Constantinople.
Peristiany & Frères, J. Th., Importers,	Aleppo.
Roditi, A., Importer, Dikranian Han, Stamboul,	Constantinople.
Schamasch, Gourgie & Co., Importers,	Baghdad.
Société Commerciale du Levant, Importers,	Salonica.
Shabandar, Malmoud, Importer,	Baghdad
Tiano, Henri, Importer,	Salonica.
Zolli ger & Co., Importers,	Aleppo.

Harness and Leather Goods.

Birch, James H., Exporter	Burlington, N.J. U.S.A.
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Importers (General).

Alisaffi, J.,	Samsoun.
Allendorff Co., J. F., 11 Market St., Denckla Bldg . .	Philadelphia, U.S.A.
Altendorff, Wright & Darr, Ralli Han, Stamboul,	Constantinople.
Amar & Co., S., Validé Sultan Han, Stamboul.	Constantinople.
Austro-Oriental Trading Co. Ltd.,	Baghdad.
Birch, James H.,	Burlington, N. J., U.S.A.
Capayannides, G.,	Trebizond.
Dasho, Yakoub G.,	Aleppo.
Farwagi, E., & Fils	Jaffa.
Frankfort, M., 200 Produce Exchange,	New York City, U.S.A.
Habicht Braun & Co., Hudson & Light Strs.,	New York City, U.S.A.
Haldopoulo, N.P.,	Trebizond.
Higgins & Co., Wm.A., 371, Washington Str.,	New York City, U.S.A.
The Hills Bros. Co., Beach & Washington Strs.	New York City, U.S.A.
Hindie Frères,	Aleppo.
Hochstrasser, & Co.,	Trebizond.
Jaburg Bros., 1 & 3 North Str.,	New York City, U.S.A.
Kouroubalekian, Khosrof, Tchet heyhan Han, Galata, . . .	Constantinople.
Kuebler, Jona.	Jaffa.
Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave, .	Chicago, Ill., U.S.A.
Lévy, Juda Gabriel	Janina, Albania.

Loir, Edouard,	Beirut.
Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamboul,	Constantinople.
Mouradyan Frères, B. J., Rue Mahmoudié, 31, Galata, . .	Constantinople.
Nowill & Co., Sidney, Kevork Bey Han, Galata,	Constantinople.
Paggi, Vittorio, E.	Tripoli-in-Barbary.
Roch, Alfred & H. Latour	Jaffa.
Seager & Co., Walter, Tchিনি Richtim Han, Galata . . .	Constantinople.
Shabandar, Mahmoud	Baghdad.
Tayar, Clement	Tripoli-in-Barbary.
Tennant Sons & Co., C., 76, William Street	New York City, U.S.A.
Tryphon, N.,	Salonica.

Insurance Agents.

Curmusi, Theo. N., Tchিনি Richtim Han, Galata	Constantinople.
Farw gi, E., & Fils	Jaffa.
Fils d'Abram Nahman	Salonica.
Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul.	Constantinople.
Kuebler, Jona	Jaffa.
Levin, Alter	Jerusalem.
Liverpool & London & Globe Insurance Co., Galata, . . .	Constantinople.
Loir, Edouard	Beirut.
Nahama & Cie., J.	Salonica.
Palassoff, M. P.	Ordou.
Philippou, A. ,	Janina, Albania.
Rowell & Molho	Salonica.
Sciaky & Co., Victor.	Salonica.
Seager & Co., Walter, Tchিনি Richtim Han, Galata . . .	Constantinople.
Sellar, A. W., & Cò., Alliparmak Han, Stamboul	Constantinople.
Vandegrift & Co., F. B., 12-25, Whitehall Street	New York City, U.S.A.
Varbetian, L. & L.	Smyrna.
Whittall, Saltiel Co. Ltd.	Salonica.
Yannoulato, Ant. G., Abid Han, Galata	Constantinople.

Iron & Steel.

Altitzoglou Fils, J., Importer.	Mersine.
Avedissian & Kechichian, Importers	Adana.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata	Constantinople.
Brazzafolli, Max, Importer,	Mersine.
Capayannides, G., Importer,	Trebizond.
Haldopoulo, N.P., Importer,	Trebizond.
Navarro, Isaac J., Importer,	Salonica.
Nemli Z dé Frères, Importers;	Trebizond.
Roditi, A., Importer, Dikranian Han, Stamboul,	Constantinople.
United States Engineering Co., Exporters, 80, Wall Street,	New York City, U.S.A.
United States Steel Products Co., Exporters, 30, Church St.	New York City, U.S.A.

Jewelry.

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

Laces and Embroideries.

Demirdjian, Moses N., Exporter,	Aintab.
Kabbaz & Co., P. A., Exporters,	Aleppo.
Karamanoukian & Fils, Garouge, Exporters,	Aintab.
Roditi, A., Exporter, Dikranian Han, Stamboul,	Constantinople.
Saba, Alexander, Exporter,	Aleppo.
Sadullah & R. Levy, Exp., Rue Mahmoud Pasha, 232, Stamb,	Constantinople.

Leather.

Abdeni & Co., G.G., Importers,	Aleppo.
American Trading Company, Imp., Noradoung Han, Galata,	Constantinople.
Bekhor, Showa, Importer,	Baghdad.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, .	Constantinople.
Berk, Puttnam & Co., Importers,	Baghdad.
Bonja & Co., A., Importers,	Aleppo.
Cambitoglou, Antoine, Exporter,	Salonica.
Damien, Joseph, Importer,	Baghdad.
Enriquez, Clement, Importer,	Baghdad.
Fulias & Co., Importers, Abid Han, Galata,	Constantinople.
Georgiades, Nicholas, Importer, Georgiades Han, Sirkedji, Stamboul,	Constantinople.
Hananel, N.B., Imp., Meydandjik, Xanthopoulo Han, Stamb.	Constantinople.
Jaboury, Beythoum, Importer,	Baghdad.
Kabbaz & Co., P.A., Importers,	Aleppo.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul.	Constantinople.
Lynch & Co., Stephen, Importers,	Baghdad.
Maulwurf, Ed., Importer & Exporter,	Salonica.
Messayeh, R.D., Importer,	Baghdad.
Mill, E. H., Mgr. Strong & Trowbridge Co, Importer, Kutchuk Millet Han, Galata,	Constantinople.
Modiano, Saül Is., Importer & Exporter,	Salonica.
Peristiany & Frères, J. Th., Importers,	Aleppo.
Sarantis Frères, 19, 20 Omar Abid Han, Galata.	Constantinople.
Serefas, D., Importer & Exporter,	Salonica.
Sourlangas Fils, E.N., Importers, Ghazi Asker Han, Stamb.	Constantinople.
Xanthos, C., Importer & Exporter,	Salonica.

Licorice Root.

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

Lighting Devices.

Bystrom Gas Lamp Co., Exporters,	Defiance, Ohio, U.S.A.
Elowe, Raphael, J., Importer,	Baghdad.
Seferiades, S.A., Importer,	Smyrna.

Linoleum.

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

Cabbabel Frères, Importers	Aleppo.
Maktoubi Zada Omar Fouzi Bey, Importer.	Baghdad.
Serefas, D., Importer	Salonica.

Machinery.

Abdulaly Bros., Importers	Baghdad.
American Trading Co., Importers, Noradoung Han, Galata.	Constantinople.
Aperguis & Cie., N. A., Importers, 40, rue de la Douane .	Galata, Constantinople
Balladur, Chas .P., Importer	Smyrna.
Berk, Putnam & Co., Importers.	Baghdad.
Blockey, Cree & Co., Importers	Baghdad.
Cardwell Machine Co., Exporters	Richmond, Va., U.S.A.
Chirin, Leon, M. E., Importer, Kenaljian Han, Stamboul.	Constantinople.

Dizengoff, M., Importer	Jaffa.
Draghi, Louis, Importer	Adana.
Fairbank Co., The N. K., Exporters, 7 Dearborn St., . . .	Chicago, Ill. U.S.A.
Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg.,	New York City, U S A.
Frangakis, Ant. Ch., Importer	Aleppo.
Fairbanks Co., Exporters	New York City, U. S. A.
Kurkdjian, Habib, Importer	Aintab.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul	Constantinople.
Loutfalla, Georges, Importer	Adana.
Lykiardopoulos Fils, A., Importer	Mersine.
Lynch & Co., Stephen, Importers	Baghdad.
Messayeh, Joseph J., Importer.	Baghdad.
Messayeh, R. D., Importer	Baghdad.
Tucker, Thos. C., Importer, Rue Perchembé Bazar, Galata.	Constantinople.
United States Steel Products Co., Exporters, 30 Church St.,	New York City, U. S. A.
Zarifi, L., Importer, Hagopian Han, Galata	Constantinople.

Machine Tools.

Detroit Tool Co, Exporters, 1325 Penobscot Bldg.	Detroit, Mich., U. S. A.
Fairbanks Co., Exporters.	New York City, U. S. A.
Niles-Bement-Pond Co., Exporters, 111, Broadway.	New York City, U. S. A.
Pratt & Whitney Co., 111, Broadway, Exporters.	New York City, U. S. A.

Manufactures.

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

Metals (Tin, Zinc, etc.).

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

Minerals.

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

Mother of Pearl.

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

Motor Boats and Motors.

Aperguis & Co., N.A., Importers, 40, Rue de la Douane, Galata.	Constantinople.
Belart Lanz, F., Importer, Ihsan Bey Han, Stamboul, . . .	Constantinople.

Chrissafidès & J. Georgiadès, J., Imp. Kutchuk Millet Han, Gal.	Constantinople.
Tucker, Thos. C., Importer, Rue Perchembé Bazar, 26, Galata.	Constantinople.
Waterloo Gasoline Engine Co., Exporters	Waterloo, Iowa, U.S. A.
Wolverine Motor Works., Exporters	Bridgeport, Conn. U.S. A.

Musical Instruments.

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

Nuts and Seeds.

Alexandrides, P. & N., Exporters,	Kerassund.
Barff & Co. Ltd., P.G., Exporters	Smyrna.
Bonja & Co., A., Exporters,	Aleppo.
Cacoulides, G.N., Exporter,	Trebizond.
Cacoulides, J.P.H., Exporter	Trebizond.
Dasho, Yakoub G., Exporter	Aleppo.
Elishaa, Nessim, Exporter,	Baghdad.
Fidao & Co., F., Exporters,	Smyrna.
Fils de Jacob Scialom, Exporters,	Salonica.
Guevchenian, H., Exporter,	Samsoun.
Hadjantony, Ant. B., Exporter	Smyrna.
Haldopoulo, N.P., Exporter,	Trebizond.
The Hills Bros. Co., Importers, Beach & Washington Sts.,	New York City, U.S. A.
Hochstrasser & Co., Exporters,	Trebizond.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul,	Constantinople.
Jaburg Bros., 1 & 3 North Street, Importers	New York City, U.S.A.
Kabbaz & Co., P.A., Exporters,	Aleppo.
Karamanoukian & Fils, Ga ouge, Exporters,	Aintab.
Keun & Co., Alfred A., Exporters,	Smyrna.
Kurkdjian, Habib, Exporter	Aintab.
Lemmi Frères, G., Exporters	Ordou.
Magbak, Fathalla D., Exporter	Baghdad.
Mahokian, A., Exporter	Trebizond.
Manachy & Fils, Yanni, Exporters,	Aleppo.
Palassoff, M.P., Exporter,	Ordou.
Pisani, Alex. C., Exporter	Kerassund.
Pisani, Geo. C., Exporter,	Kerassund.
Reggio, Abel, Importer, 105, Hudson Street	New York City, U.S.A.
Reggio & Co., Ant., Exporters,	Smyrna.
Scialom & Co., Albert, Exporters,	Salonica.
Spathopoulo Frères, P., Exporters,	Kerassund.
Spencer Importing and Trading Co., Importers,	
63 Greenwich St.,	New York City, U. S. A.
Stock & Moutain, Exporters, Korassandji Han, Stamboul.	Constantinople.
United Confectioners Supply Co., Importers, Greenwich Str,	New York City, U.S.A.
Whittall, Saltiel Co., Exporters	Salonica.
Whittall & Co., C., Exporters	Smyrna.
Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb.	Constantinople.
Wood & Selich, Importers, Dudson Duane & Thomas Streets	New York City, U. S. A.

Oils (Lubricating, etc.).

American Trading Co., Importers, Noradoung Han, Galata.	Constantinople.
Blockey, Cree & Co., Importers	Baghdad.
Bonja & Co., A., Importers	Aleppo.
Brazzafolli, Max, Importer	Mersine.
Chrissafidès & Georgiadès, Importers, Galata	Constantinople.
Chukur & Aziz, Importers	Baghdad.

Cohen Mordoh & Cie., Importers	Salonica.
Frangakis, Ant. Ch., Importer	Aleppo.
Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul,	Constantinople.
Giraud, O., Importer, Agopian Han, Galata	Constantinople.
Lebet Frères & Cie., Importers, Mahmoudiê Han, Stamb.	Constantinople.
Loutfalla, Georges, Importer	Adana
Matteossian, Leon, Importer, British Post Office Box	Constantinople.
Modiano, Joseph Is., Importer	Salonica.
Modiano & Cie., Levy V., Importers	Salonica.
Tasartes & Barzilaï, Importers, Tohafdji Han, Stamboul . .	Constantinople.
Vacuum Oil Co., Exporters	Rochester, N. Y., U.S.A.
Standard Oil Co., Exporters	New York City, U.S.A.
Zarifi, L., Importer, Agopian Han, Galata.	Constantinople.

Oleo Oil.

Amar & Cie., S., Importers, Validè Sultan Han, Stamboul	Constantinople.
Artus, Henri, Importer	Mersine.
Brazzafolli, Max, Importer	Mersine.
Chachaty Bros., Importers	Mersine.
Chrissafidès & Georgiades, Importers, Galata	Constantinople.
Cohen Mordoh & Cie., Importers	Salonica.
Fulias & Cie., Importers, Abid Han, Galata.	Constantinople.
Hammer & Hirzel, Importers, Buyuk Yéni Han, Stamboul.	Constantinople.
Juda & Salmona, Importers.	Salonica.
Matteossian, Leon, Importer, British Post Office Box	Constantinople.
Mill, E H , Mgr. Strong & Trowbridge Co., Importer, Kutchuk Millet Han, Galata,	Constantinople.
Modiano & Cie., Levi V., Importers	Salonica.
Navarro, Em. Is., Importers	Salonica.
Rowell & Molho, Importers.	Salonica.
Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata,	Constantinople.
Seefeldler, Hans, Importer	Salonica.
Sourlangas Fils, E. N., Importers, Stamboul	Constantinople.
Suftern & Co., Exporters, 90-96 Wall St.	New York City, U.S.A.
Tasartez & Barzilaï, Importers, Tohafdji Han, Stamboul. . .	Constantinople.
Tiano, Henri, Importer	Salonica.
Xanthos, C., Importer,	Salonica.
Zelveian, M & K., Importers	Mersine.
Zarifi, L., Importer, Agopian Han, Galata,	Constantinople.

Olive Oil.

Allendorff Co., J. F., Imp., 11 Market Street, DencklaBldg.	Philadelphia, U.S.A.
Barfl & Co., Ltd., P.G., Exporters,	Smyrna.
Fidao & Co., F., Exporters,	Smyrna.
Keun & Co., Alfred A., Exporters,	Smyrna.
Reggio & Co., Ant., Exporters,	Smyrna.
Whittall & Co., G., Exporters,	Smyrna.

Opium.

Barker Bros., Exporters,	Smyrna.
Fidao & Co., F., Exporters,	Smyrna.
Fils de Jacob Scialom, Exporter,	Salonica.
Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stamboul,	Constantinople.
Gulbenkian, Parsegh K., Exporter,	Baghdad.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul.	Constantinople.
Ihmsen & Cie., Exporters, Rue Findjandjilar	Constantinople.
Keun & Co., Alfred A., Exporters	Smyrna.

Lane, R. W., Exporter.	Smyrna.
Lavino & Co., A., Exporters	Smyrna.
Reggio & Co., Ant., Exporters	Smyrna.
Scialom & Cie., Albert, Exporters	Salonica.
Topuz, Jean A., Exporter.	Salonica
Whittall Saltiel & Co., Ltd., Exporters,	Salonica.
Whittall & Co., J. W., Exporters,.	Constantinople.

Optical Goods.

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

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

Paint and Varnishes.

Blum & Le y, Importers,	Jerusalem.
Chrissafidès & Georgiadès Importers, Galata,.	Constantinople.
Kabbaz & Co., Importers,	Aleppo.
Patton Paint Co., Exporters,	Newark, N.J., U.S.A.
Tucker, Thos. C., Imp., 26, Rue Perchembè Bazar, Galata.	Constantinople.

Perfumery.

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

Petroleum.

Feingold, S., Importer,	Jerusalem.
Lykiardopoulos Fils, A., Importers.	Mersine.
Philippou, A., Importer	Janina, Albania.
Vacuum Oil Co., Exporters,	Rochester, N.Y, U.S.A.
Vacuum Oil Co., Importers,	Jaffa.
Standard Oil Co., Exporters,	New York City, U.S.A.

Physicians and Dentists.

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

Pianos, Piano Players, Player Pianos, &c.

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

Pipes (Gas, Water, etc.)

Asseo, Mentech M., Importer,.	Salonica.
Matteossian, Leon, Importer, British Post Office Box . . .	Constantinople.

Playing Cards.

U.S. Playing Card Co., Exporters,	Cincinnati, U.S.A.
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Printing Paper.

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

Pumps.

Altitzoglou Fils, J., Importers,	Mersine.
Asseo, Mentech M., Importer,	Salonica.

Avedissian & Kechichian, Importers,	Adana.
Damien. Joseph, Importer,	Baghdad.
Flint & Walling Mfg. Co., Exporters, Kendallville,	Indiana, U.S.A.
Frangakis, Ant. Ch., Importer	Aleppo.
Loutfalla, Georges, Importer	Adana.
Mouradyan Frères, P. J., Importers, Rue Mahmoudié, Galata	Constantinople.
Rumsey & Co. Ltd., Exporters, Seneca Falls	New York State, U.S.A.

Road Making Machinery.

Buffalo Steam Roller Co., Exporters,	Buffalo, U.S.A.
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Rubber Goods.

Faultless Rubber Co., Exporters,	Ashland, Ohio, U. S. A.
Varbetian, L. & L., Importers.	Smyrna.
Damiani, Barnabé, Importer	Jerusalem.
Dasho, Yakoub G., Importer	Aleppo.
Hananel, N. B., Importer, Xanthopoulo Han, Stamboul.	Constantinople.
Hindie Frères, Importers.	Aleppo.
La Fontaine Bros Ltd., Importers, Gulbenkian Han, Stam.	Constantinople.

Safes.

American Trading Co., Importers, Noradoung Han, Galata.	Constantinople.
Audi & Frères, S., Importers.	Beirut.
Frangakis, Ant. G., Importer	Aleppo.
York Safe & Lock Co., Exporters, 55, Maiden Lane.	New York City, U.S.A.

Saw Mill Machinery.

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

Simeonoglou, Aristidès, Exporter	Adana.
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Sesame Seed Oil.

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

Sewing Machines.

Kevork Skender, K. & D., Importers.	Baghdad.
Lambichi, M. E., Importer.	Smyrna.
Sadullah & R. Levy, Importers, Mahmoud Pacha, Stamboul	Constantinople.
Singer Manufacturing Co., Exporters.	New York City, U.S.A.

Shipping Agents.

Alevra, D. G.	Smyrna.
Archipelago American Steamship Co.	Smyrna.
» » » »	Constantinople.
Artus, Jean	Mersine.
Barff & Co., Ltd., P. G.	Smyrna.
Cunard Steamship Co., Tchিনি Rihtim Han, Galata,	Constantinople.
Curmusi, Theo. N., Tchিনি Rihtim Han, Galata,	Constantinople.
Eliades & Mouka,	Smyrna.
Farwagi, E., & Fils	Jaffa.
Fli Cauchi,	Salonica.
Hochstrasser & Co.,	Samsoun.
Keubler, Jona.	Jaffa.
Louisides & Co., P. J.,	Larnaca, Cyprus.
Marassoglou, V., Arabian Han, Galata,	Constantinople.
Mavrommati, André,	Mersine.

Maulwurf, E.,	Salonica.
Nahama & Co.,	Salonica.
Norddeutcher Lloyd, Rue Charab Iskelessi, 7-9, Galata,	Constantinople.
Palassoff, M.P.,	Ordou.
Philippou, A.,	Janina, Albania.
Phostiropoulo Frères,	Trebizond.
Rees & Co., Ltd., T. Bowen,	Smyrna.
Reppen, Theo., Arabian Han, Galata.	Constantinople.
Rowell & Molho,	Salonica.
Theodoridi & Co.	Braila. Roumania.
Seager & Co., Walter, Tchini'i Rihtim Han, Galata,	Constantinople.
Whittall & Co., C.,	Smyrna.
Yannoulato, Ant. G., Abid Han, Galata,	Constantinople.

Ship Chandlery.

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

Silk.

Bekhor, Showa, Importer,	Baghdad.
Belart Lanz, F., Exporter, Ihsan Bey Han, Stamboul,	Constantinople.
Fulias & Co., Exporters, Abid Han, Galata	Constantinople.
Sayegh & Fils, A. P., Exporters,	Alexandretta.
Zehnder, J.U., Exporter, Keudros Han, Stamboul,	Constantinople.

Skates (Roller).

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

Abdul Kader El-Khedery, Exporter,	Baghdad.
Apikian & Co., Exporters,	Baghdad.
Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul	Constantinople.
Austro-Oriental Trading Co. Ltd., Exporters,	Baghdad.
Cambitoglou, Ant., Exporter,	Salonica.
Chachaty Frères, Exporters.	Mersine.
Damien, Joseph, Exporter	Baghdad.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Sirkedji, Stamboul,	Constantinople.
Fresco, Aslan, & Sons, Exporters, Ladjivert Han, Galata	Constantinople.
Hannania & Son Showa, Joseph, Exporters	Baghdad.
Hecht, Emil, Importer & Exporter, Angora Han, Stamboul,	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul	Constantinople.
Isaac di Haim Hassan, Exporter,	Tripoli-in-Barbary.
Jeboury, Beythoum, Exporter,	Baghdad.
Langridge, F.F., Exporter,	Baghdad.
Lynch & Co., Steven, Exporters,	Baghdad.
Mahokian, A., Exporter.	Trebizond.
Manuelian, H., & Co., Exporters	Mersine.
Maulwurf, E., Exporter,	Salonica.
Messayeh, Joseph J., Exporter,	Baghdad.
Modiano, Saul Is., Exporter,	Salonica.
Nahum, H. di P., Exporter,	Tripoli-in-Barbary.
Nemli Zadé Frères, Exporters.	Trebizond.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul,	Constantinople.
Sarfati, Joseph, Exporter, Rezvan Han, Stamboul,	Constantinople.
Schamasch, Gourgie & Co., Exporters	Baghdad.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul,	Constantinople.
Xanthos, G., Exporter,	Salonica.

Soap.

Allendorff Co., J.F., Imp., 11 Market Street, Denckla Bldg, .	Philadelphia, U.S.A.
Errera, Isaac G., Importer,	Salonica.
Loir, Edouard, Importer	Beirut.
Modiano Frères & Fils, Isaac, Importers,	Salonica.
Modiano & Co., Levy V., Importers,	Salonica.

Starch and Glucose.

Errera, Isaac G., Importer,	Salonica.
Corn Products Refining Co., National Starch Co.,	New York City, U.S.A.

Stationery

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

Sugar.

Wm. Hills, Jr, & Co., Importers,	Baghdad.
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Telegraph Service.

Western Union Telegraph & Cable Company,	New York City, U.S.A.
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Telephone Supplies.

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

Adamopoulo, A.C., Exporter,	Smyrna.
American Tobacco Co., Importers, 111, 5th Ave.,	New York City, U.S.A.
Nemli Zadé Frères, Exporters,	Trebizond.
Drucklieb, C., & Co., Importers.	New York City, U.S.A.
Drucklieb, C., & Co., Exporters.	Cavalla.
Pirocacco, Christo, Exporter,	Smyrna.
Serefas, D., Exporter,	Salonica.
The Surbrug Co., Importers	New York City, U.S.A.

Turkish Delight.

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

Edwards & Sons, Importers, Dilziz Zadé Han, Stamboul, .	Constantinople
Kouroubalekian, Khosrof, Importer, Tchetcheyan Han, Galata	Constantinople.
Lambichi, M.E., Importer,	Smyrna.
Monarch Visible Typewriter Co., Exporters, 370 Broadway,	New York City, U.S.A.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata,	Constantinople.

Valonia.

Elmassian, Djanik, Exporter,	Smyrna.
Emmanuel & Co., Exporters,	Smyrna.
Hamparzum, Aram, Exporter,	Smyrna.
Whittall & Co., Exporters,	Smyrna.

Wind Mills.

Flint & Walling Mfg. Co., Exporters, Kendallville,	Indiana, U.S.A.
Mouradyan Frères, B.J., Importers, Rue Mahmoudié, Galata	Constantinople.

Wines and Liquors.

Abdulkader El-Khederi, Exporter,	Baghdad.
Asseo, Mentech M., Importer,	Salonica.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata.	Constantinople.
Enriquez, Clement, Importer,	Baghdad.
Wm. Hills Jr., & Co., Importers,	Baghdad.
Navarro & Mijan, Importers,	Salonica.
Palestine Wine Co., Exporters, 727 W. 14th. St.	Chicago, Ill., U. S. A.
Reggio & Co., Ant., Importers,	Smyrna.
Sadullah & Robt. Levy, Importers, Stamboul,	Constantinople.
Schamasch, Gourgi & Co., Importers,	Baghdad.
Rothschild, Zalel, Importer,	Jerusalem.

Wool and Mohair.

Apikian & Co., Exporters,	Baghdad.
Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamboul,	Constantinople.
Artus, Henri, Exporter	Mersine.
Austro-Oriental Trading Co. Ltd., Exporters	Baghdad.
B'ockey, Cree & Co., Exporters	Baghdad.
Cambitoglou, Ant., Exporter	Salonica.
Chachaty Frères, Exporters.	Mersine.
Chukur & Aziz, Exporters	Baghdad.
Elishaa, Nessim, Exporter	Baghdad.
Elowe, Raphael J., Exporter	Baghdad.
Forino Co., Importers, 143, Federal Street	Boston, Mass, U. S. A.
Fresco, Aslan & Sons, Exporters, Ladjivert Han, Galala. .	Constantinople.
Gazalè, N. F., Exporter	Aleppo.
Gulbenkian Bros. & Co., Exporters, Stamboul	Constantinople.
Gulbenkian, Parsegh K., Exporter	Baghdad.
Hecht, Emil, Exporter, Angora Han, Stamboul	Constantinople.
Hindie, Elias, Exporter	Aleppo.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul .	Constantinople.
Ihmsen & Co, Rue Findjandjilar, Stamboul	Constantinople.
Isaac di Haim Hassan, Exporter.	Tripoli-in-Barbary.
Jacob di Haim, Exporter	Tripoli-in-Barbary.
Jeboury, Beythoum, Exporters	Baghdad.
Keun & Co., Alfred A., Exporter	Smyrna.
Khalil Nouné & Co., Exporters	Aleppo.
Klonsky Alias, Exporter	Hebron.
Kouyoumdjian, Hagop, Exporter	Baghdad.
Lavino & Co., A., Exporters	Smyrna.
Lemmi Frères, G., Exporters	Ordou.
Langridge, F. F., Exporter	Baghdad.
Lynch & Co., Stephen, Exporters, Baghdad	Baghdad.
Marcopoli & Co., V., Exporters	Aleppo.
Manuelian, H., & Co, Exporters	Mersine.
Maulwurf, E., Exporters	Aleppo.
Messayeh, R. D., Exporter	Baghdad.
Modiano, Saül Isaac, Exporter.	Salonica.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul	Constantinople.
Ovanessoff, Stephen, Importer	Baghdad.
Palassoff, M., Exporter.	Ordou.
Sarfati, Joseph, Exporter	Salonica.
Schamasch, Gourgie, & Co., Exporters	Baghdad.
Serefas, D., Exporter	Salonica.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul.	Constantinople.
Whittall & Co., J. W., Exporters	Constantinople.
Zelveian, M. & K., Exporters	Constantinople.

List of Non Classified Members.

Aaron Aaronsohn, Agricultural Experiment Station . . .	Haifa, Syria.
Anderson, Samuel, Treasurer, Robert College	Constantinople.
Binda, John L., American Consular Service	Salonica.
Bowen, Marcellus, Agent, American Bible Society	Constantinople.
Braggiotti, Geo. M., Mines and Forests	Constantinople.
Brill, A.	Jaffa
Chester, A. T., Ottoman-American Development Co.	Constantinople.
Cook & Son, Thos., Tourist Agents	Constantinople.
Damon, Theron J., Journalist	Constantinople.
Davis, D. A., Secretary Y. M. C.A, American Bible House,	Constantinople.
Gates, C. F., President, Robert College	Constantinople.
Heisman, Sam.	Jaffa.
Heizer, Oscar S., American Consular Service	Constantinople.
Jackson, Jesse B., American Consular Service	Aleppo.
Jewett, Milo A., American Consular Service.	Trebizond.
Lapin, Aaron	Jaffa.
Lapin & Hurwitz	Jaffa.
Masterson, William W., American Consular Service,	Harput.
Memminger, Lucien, American Consular Service,	Smyrna.
Moussa & Co., Selim,	Jaffa.
Nathan, Edward I., American Consular Service,	Mersine.
Peet, W.W., Treasurer, American Missions.	Constantinople.
Protopazzi Bros.,	Smyrna.
Ravndal, G. Bie, American Consular Service	Constantinople.
Rubin, Samuel, Promoter,	Jerusalem.
Sachs, E.	Colonie Rehoboth, Jaffa.
Sachs, M., Farmer,	Rehoboth near Jaffa.
Theodoridi, C.A., American Harbor Master,	Constantinople.
Ward, William E.D., American Consular Service,	Harput.



Summary of Members by Districts.

Albania	2	Mersine	19
Aleppo.	24	Roumania	1
Baghdad	30	Salonica.	53
Beirut	2	Smyrna.	52
Bulgaria	1	Trebizond	25
Cyprus.	1	Tripoli-in-Africa.	6
Constantinople.	93	Germany.	1
Harput.	2	United States of America	64
Jerusalem	27	Total.	403



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SON PORTEFEUILLE D'ASSURANCES EN COURS

au 31 Décembre 1910, dépasse, pour la protection de plus de
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L'ACTIF

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Depuis sa fondation elle a payé à ses assurés ou à leurs
ayant droit plus de **3 milliards 948 millions**
Soit un total, pour les assurés, de **6 milliards 512 millions**

Affaires nouvelles complètement régularisées en 1910	577 millions
Excédent au 31 Décembre 1910	441 »
Paiements aux assurés en 1910	267 »
Taux moyen d'intérêt réalisé en 1910 sur l'Actif placé.	4.48 o/o

BÉNÉFICES

distribués depuis la fondation	679 millions
aux assurés distribués en 1910	55 »
prévus pour être distribués en 1911	66 »

Ces résultats sont sans parallèle dans les annales de l'assurance-vie.

La nouvelle Police de **L'EQUITABLE**, à participation annuelle dans les bénéfices, est à la fois, la plus libérale dans ses termes et la plus avantageuse dans ses conditions.

EXEMPLES DE BÉNÉFICES PAYÉS EN 1911

sur les polices émises par l'Equitable (en pourcentage de la prime annuelle)

Année de l'émission	Dividende en 1911
1910. Dividende de 1 ^{re} année en 1911	14.51 % de la prime annuelle
1909 » » 2 ^{me} » 1911	15.47 % » »
1908 » » 3 ^{me} » —	16.43 % » »
1907 » » 4 ^{me} » —	17.39 % » »

DIRECTION GÉNÉRALE: Paris, 23, Rue de la Paix

Agent Général à Constantinople: **S. MITRANI**

STAMBOUL, Allalemdji Han, No. 1 bis — GALATA, Bereket Han.