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# Levant Trade Review

PUBLISHED BY THE

American Chamber of Commerce for the Levant.

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## Winning Foreign Trade.

**A**RCHIBALD J. WOLFE, foreign trade adviser of the National Association of Manufacturers, in an address before the Business Men's League of St. Louis, admonished local trade organizations throughout the United States against spectacular methods in foreign trade promotion and urged them to pursue such activities in a practical manner, by careful study and efficient equipment.

Mr. Wolfe declared it most advisable for local organizations to endeavor through the medium of a capable foreign trade service secretary to serve their members with accurate information on conditions in foreign lands. "This implies the need of a reference library", he continued. "A few well chosen directories of the world's commerce and of a few principal countries; a gazetteer and a good atlas, a set of statistics of the United States, British, German and other exports and imports; some books on foreign countries; consular reports and other Government publications. Some works on foreign tariff may be added to the equipment, but here a little knowledge is a dangerous thing. Interpretation of foreign customs duties is far from an exact science.

"On the other hand, there are things which a local organization may and should do, which nobody else will undertake to do for it. The foreign secretary will find it his duty to study ways and means to make the products of his city known throughout the world. Publicity for St. Louis products can be attained by your foreign secretary by the judicious use of a very limited allowance. A little booklet, modest but complete, in German, French, Spanish and English, giving a classified list of your members, may be sent to every American consulate, to all American chambers of commerce abroad, to the libraries of chambers of commerce in foreign countries and wherever industrial literature is consulted. There are a few good export papers at home and abroad. A card in these papers, particularly the famous English and German publications that circulate throughout the world, will successfully invite correspondence of foreign buyers of American products. The secretary will devise ways and means to make St. Louis products known throughout the world".

We would fain compliment Mr. Wolfe on his campaign in behalf of more intimate knowledge in American commercial circles of trade conditions and opportunities abroad. It is gratifying to observe one after the other of America's commercial organizations equip itself with a foreign department in order to prepare for intelligent action in over-sea markets. Both in the United States and in such industrially advanced nations as Great Britain and Germany, there is at present in evidence a tendency towards business slackness which, it is hoped, will not long endure, but which nevertheless, is bound to cause greater rivalry for new markets in distant lands. Our country will realize, in a growing measure, the necessity of being properly fitted out to meet a spell of depression at home when a foreign outlet is vitally essential to both capital and labor employed in the factories in order that general distress if not disaster may be averted.

It is, however, necessary to recognize the fact that foreign trade service secretaries in connection with American chambers of commerce is but a

step in the right direction. In this connection, we take pleasure in inviting attention to an article published elsewhere in the present issue of LEVANT TRADE REVIEW, under the title "American Commercial Organizations in Foreign Countries." It is a report by Mr. Ravndal, Consul General of the United States at Constantinople, published by the Government at Washington in the DAILY CONSULAR AND TRADE REPORTS of November 18th. The scheme advanced by Mr. Ravndal for intimate, integral relations between American chambers of commerce at home and American chambers of commerce abroad has been endorsed by the AMERICAN EXPORTER in New York and COMMERCIAL AMERICA in Philadelphia. It is likely to lead to further developments, as suggested by the following news item gleaned from the columns of the New York JOURNAL OF COMMERCE for December 16th :

One of the greatest markets for American manufactured products to-day is the vast Russian Empire with its almost 150,000,000 inhabitants. American manufacturers, except in a few lines, may be said to have only touched the surface of this market. Fully realizing the great possibilities of trade expansion in Russia, the National Association of Manufacturers has organized a special division for Russian trade, the inauguration of which will be held at the offices of the association, 30 Church Street, New York, to-morrow. The principal address will be made by C.J. Medzikhovsky, commercial attaché to the Imperial Russian Embassy at Washington.

"Lack of concentration," says Mr. Ravndal in his report, "except in the case of a few large companies, is one of the weaknesses of American export trade, which can and will be remedied by more thorough organization. A tendency toward such organization is shown by the action of the Philadelphia Commercial Museum in forming a PHILADELPHIA-LEVANT SECTION, which is designed to cooperate with the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT in the development of trade between Philadelphia and the Near East. A similar purpose would be served by the formation in the chambers of commerce in America of subdivisions according to the various geographical divisions and even countries, which would support the corresponding chamber of commerce in the foreign field."

Such a subdivision for Russia has now been organized in connection with the NATIONAL ASSOCIATION OF MANUFACTURERS OF THE UNITED STATES OF AMERICA. As already observed, the Philadelphia Commercial Museum has formed a PHILADELPHIA-LEVANT SECTION.

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## American Commercial Organizations in Foreign Countries.

(Consul-General G. Bie Ravndal, Constantinople, in DAILY CONSULAR AND TRADE REPORTS, WASHINGTON, November 18, 1913).

ONE of the salient features of the development of the foreign commerce of the United States is the establishment of American chambers of commerce in foreign countries for the purpose of bringing about closer financial and commercial relations between the countries in which they are located and the United States.

The American Chamber of Commerce in Paris was first in the field, having been founded in 1894. It was succeeded in 1903 by the American Association of Trade and Commerce in Berlin and subsequently by the American Association of Commerce of Italy in Naples. On March 22, 1911, the American Chamber of Commerce for Turkey, later modified and renamed so as to include all of the Levant, was organized at Constantinople. The most recent organizations of this sort are the American Chamber of Commerce for Russia, at Moscow, and the American Chamber of Commerce of the Netherlands at Amsterdam. It is now proposed to organize an American chamber of Commerce at Rio de Janeiro. The American Asiatic Association maintains branch organizations in the countries of the Far East, but its headquarters is in the United States, while that of all the other commercial organizations above referred to is located abroad and managed by Americans established abroad, notwithstanding the fact that American business men residing in the United States constitute a substantial percentage of their members.

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

Dr. Hubert Banning, the secretary of the American Chamber of Commerce for the Levant, thus describes the development, aims, and methods of his organization:

“The American Chamber of Commerce for the Levant was organized in Constantinople on March 22, 1911, for the purpose of extending and fostering American trade with the Near East and to bring manufacturers, importers, exporters, bankers, etc., in the United States and business houses in the Levant into one organization and to spread knowledge where there has hitherto been misconception and confidence where there has hitherto been mistrust. It is an entirely national organization, but in order to increase its effectiveness it was deemed proper to have its headquarters in the field instead of in the United States. Shortly after its organization branches of the Chamber were formed in Saloniki and Smyrna, and despite the wars which broke out shortly after, the membership grew steadily. In May 1912, a branch was formed in Cairo, Egypt, and a month and a half later the Syrian-American Chamber of Commerce in Beirut was accepted as a fourth branch. It was then thought necessary that branches of the Chamber be established in the United States in order to complete the organization, and steps were taken to this effect last autumn. A Philadelphia branch was formed in May of the present year under the auspices of the

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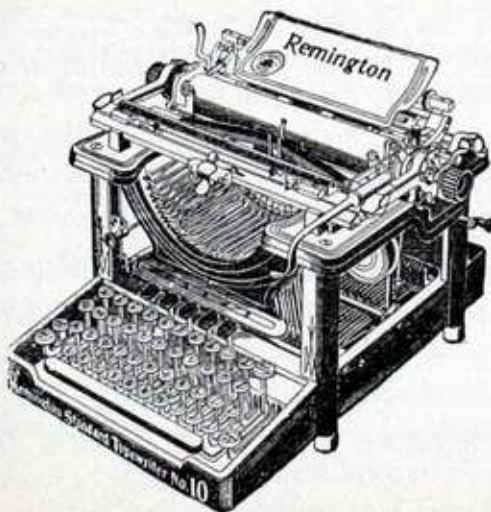
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Philadelphia Commercial Museum, and arrangements have been made for branches in New York, Boston, Chicago, Detroit, and South Bend, Ind. Besides these, branches are in formation at Athens, Greece, and Alexandria, Egypt.

“The Chamber not only makes recommendations to American manufacturers and exporters regarding firms who can handle their goods to the best advantage, but even solicits the interest of the merchants in the Levant, by personal representation, in articles of American manufacture which appear suitable for introduction. The Chamber is at all times ready to furnish American manufacturers with conscientious information regarding all matters relating to business and its transaction in the districts covered by this work, and provides confidential reports on the standing of firms in the Levant to its members in the United States without extra charge. The Chamber also makes special efforts to prevent fraud and has in several cases prevented losses for its members, whom it is always ready to help in cases of difficulty, being possessed of a Board of Arbitration for the purpose of avoiding litigation. Apart from the services rendered in this way, the Chamber hopes to bring about in the course of time direct banking, shipping, and parcel-post facilities.

**Membership,  
Publications.**

“The membership of the Chamber is composed of larger merchants in the Levant on one side and American firms on the other, and no person is admitted to membership except after careful inquiry into his financial standing and commercial morality, which is an important factor in determining the value of the Chamber to American trade. The annual membership fee to the Chamber for members in the United States is \$6, and it is expected that firms availing themselves of the advantages we offer will apply for membership. This is, however, by no means a necessary condition, as our purpose is essentially to promote trade with the United States in the Levant, the Chamber having absolutely no idea of seeking any pecuniary profit to itself beyond the necessary funds required for operating expenses.

“The organ of the Chamber is *LEVANT TRADE REVIEW*, which appears every three months, partly in English and partly in French, and is mailed to all the members of the Chamber.

“The Chamber also publishes in French at regular intervals confidential circulars regarding special trade opportunities with the United States, which are distributed among members of the Chamber residing in the Near East. »

On the same subject A. L. M. Gottschalk, American consul general at large for the Middle East and Africa Inspection District, expresses himself as follows (*LEVANT TRADE REVIEW*, March quarter, 1913):

“The sending of your delegation to the international meeting held under the auspices of the Boston Chamber of Commerce some time ago at Boston, Mass., has certainly awakened numbers of commercial houses on the Atlantic seaboard to the importance of the commercial body in the Levant. I believe this to have been the first instance when a body of business men from the Middle East has appeared in America as the guests of a chamber of commerce in an American city.



"The timidity, the unwillingness complained of on the part of certain American business houses in their dealings with the Middle East is certainly offset by the cold statistical tables and by the startling conviction which they bring that there is not only a great but a constantly growing volume of trade between our own country and these of the Orient. American world trade is growing, is extending, and is constantly seeking new outlets. All that is needed between East and West is closer personal acquaintance to bring its proper proportion of this world trade to the Levant.

"It is in this field that the American Chamber of Commerce for the Levant seems to me to have been doing a work that can not but be constructive and full of promise for the future."

### **Cooperation Among Commercial Organisations.**

The foundation of the Chamber of Commerce of the United States of America was a long step toward the realization of the ideal of a compact and well-coordinated public organization that would represent the whole country and be in a position to cooperate with the Government institutions designed to foster and promote trade. Soon after its formation the American Chamber of Commerce for the Levant became a member and its example was followed by the chamber in Paris. Other organizations now in the foreign field and new commercial associations as they are formed will doubtless join the national body.

Coincident with the formation of new American chambers in foreign countries is the development of closer relations not only with the national body at home, but also with its chief constituent parts, such as the trade organizations in New York, Chicago, Philadelphia, Boston, Baltimore, Detroit, St. Louis, and other large exporting centers. Lack of concentration, except in the case of a few large companies, is one of the weaknesses of American export trade, which can and will be remedied by more thorough organization. A tendency toward such organization is shown by the action of the Philadelphia Commercial Museum in forming a Philadelphia-Levant Section, which is designed to cooperate with the American Chamber of Commerce for the Levant in the development of trade between Philadelphia and the Near East. A similar purpose would be served by the formation in the chambers of commerce in America of subdivisions according to the various geographical divisions and even countries, which would support the corresponding chamber of commerce in the foreign field.

If, for instance, there be among the members of the Detroit Board of Commerce a certain number especially interested in the Mediterranean markets, such a group should actively affiliate itself with the American Chamber of Commerce of Italy, the American Chamber of Commerce for the Levant and the American Chamber of Commerce for Spain at Barcelona, as soon as such a body shall be organized. Groups of at least 25 members are accepted by the American Chamber of Commerce for the Levant at a fee of not less than \$2 per member (while individual members pay \$6).

**Summary.** 1. The various American chambers of commerce abroad are performing highly important commercial missionary work.

2. They can be of great help to American foreign trade in cooperating with the Chamber of Commerce of the United States of America and with the American Government.

3. They point the way to success in foreign trade by emphasizing the necessity of specialization and concentration.

They can render the most effective practical assistance to American manufacturers and exporters when the latter, through their home organizations, become members of the organizations abroad.

5. In every commercial organization in the exporting centers of the United States there should be organized groups of members making a specialty of exploiting certain circumscribed markets according to geographical divisions.

**Leading Organizations, Membership, Dues.** Membership in the American Chamber of Commerce for the Levant is not restricted to Americans, but the executive officers and a majority of the board of directors must be American. The total membership is 572, made up as follows: United States, 132; Constantinople, 111; branches in the Levant, 155; other members in the Levant, 174. The dues for resident members are \$10; for non-resident members, \$6; for patrons, \$200; and for members of branches, not less than \$2.

The American Chamber of Commerce in Paris, according to its year-book for 1912, has a total membership of 500, made up of the following classes: Life members 13; patrons, 31; active members (restricted to American citizens), 306 and associate members, 50. Of the active membership, about 250 are American firms, of which 94 are not established in France. The dues are \$29 for active resident membership, \$19 for non-resident, or for associate membership, for life membership or for patrons,

The American Association of Commerce and Trade in Berlin, according to its year-book for 1913, has a total membership of 255, of whom 3 are patrons. Membership is not restricted to Americans, but Americans must be in a two-thirds majority. About 170 members are Americans, or American firms, of which 49 are not established in Germany. The dues are \$24 for active membership and \$238 for patrons.

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(FROM COMMERCIAL AMERICA, NOVEMBER 1913.)

A month ago there was organized in Amsterdam the American Chamber of Commerce for the Netherlands. Its membership is made up of American business men located in that country, of native business firms interested in American goods and of American manufacturing and exporting firms. The purpose of the organization is to make a systematic effort to further and develop the commercial and financial relations between the two countries. As the character of the membership suggests, the efforts of the chamber will be primarily toward introducing into that country American goods which are but little known at the present time, and toward increasing the sale of such lines as are already more or less firmly established in the market.

The successful launching of this Amsterdam organization reminds us that

American chambers of commerce abroad are too few in number. In matter of numbers they are far behind the British, German, French, Spanish or Italian chambers. Notwithstanding the fact that the first American chamber of commerce abroad was organized nearly twenty years ago, the number of such chambers in existence to-day may be counted on the fingers of two hands.

It does not need a lengthy record of deeds performed to establish the worth of the organizations, to prove the important part they have taken in the development of American trade in their respective localities, or to suggest their potential value in directions not yet ventured upon. The very existence of the American Chamber of Commerce in Paris — established in 1894 as the first American chamber abroad — with its five hundred members, is sufficient proof of the need and of the practical work being done in fulfilling that need. The same may be said of the American Association of Trade and Commerce in Berlin, established ten years later, now with a membership of nearly three hundred; of the American Chamber of Commerce for the Levant, with nearly six hundred members; of the American Association of Commerce in Naples; of the American Chamber of Commerce in Moscow, or of the American Chamber of Commerce in Barcelona, to mention only the organizations established in Europe.

Each one of these organizations is doing a highly important work for the extension of American commerce. They do not always receive that recognition or publicity which is their due, perhaps because their work is along quiet but effective lines. Aside from the work which the chambers as a whole are doing

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along general and what might be called missionary lines, the individual members are reaping in a very practical way the benefits growing out of cooperation.

The history of the chambers named should remove any hesitancy which the promoters of similar organizations proposed in other parts of the world may have. Cooperation never hindered nor hurt.



## To Promote Trade with the Near East.

(FROM AMERICAN EXPORTER, New York.)

ADVICES received from the Hon. G. Bie Ravndal, Consul General at Constantinople, refer to the growth of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, established about two years ago by the Consul General with the enthusiastic cooperation of numerous importers and exporters throughout Turkey and the Near East in general. The development of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, Mr. Ravndal says, has exceeded his fondest anticipations. The officers of the Chamber are anxious to see similar associations, or branches of the Constantinople association established in the principal American cities.

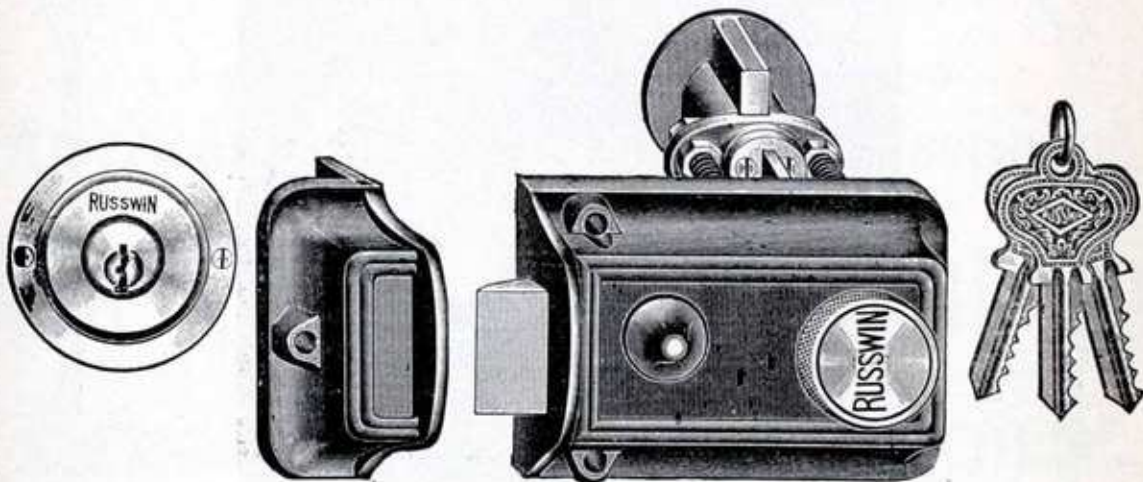
Such a branch is already in existence in Philadelphia. Major Charles E. Lydecker, 2 Rector Street, New York, has been requested by the Board of Directors to take steps to have the Chamber incorporated under the laws of the State of New York and to form a Board of Trustees or something of that nature.

The Levant is one of the few remaining sections of the commercial world which is as yet almost virgin soil for the products of American factories. Much can certainly be accomplished in the extension of business interests between the United States and the Levant through the cooperation of branches in America of the Levant Chamber with the parent Chamber of Constantinople, and its branches and connections throughout that part of the world. It is worth while noting that the activities of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT with headquarters at Constantinople are indicated to some extent at least by its list of directors at large, which embraces representatives and correspondents at Athens, Patras, Aleppo, Bagdad, Alexandretta, Mersina, Larnaca, Candia, Sofia, Belgrade, Bucharest, Batoum, Alexandria and Malta.

There are similar and allied Chambers of Commerce in Smyrna, Beirut, Saloniki and Cairo.

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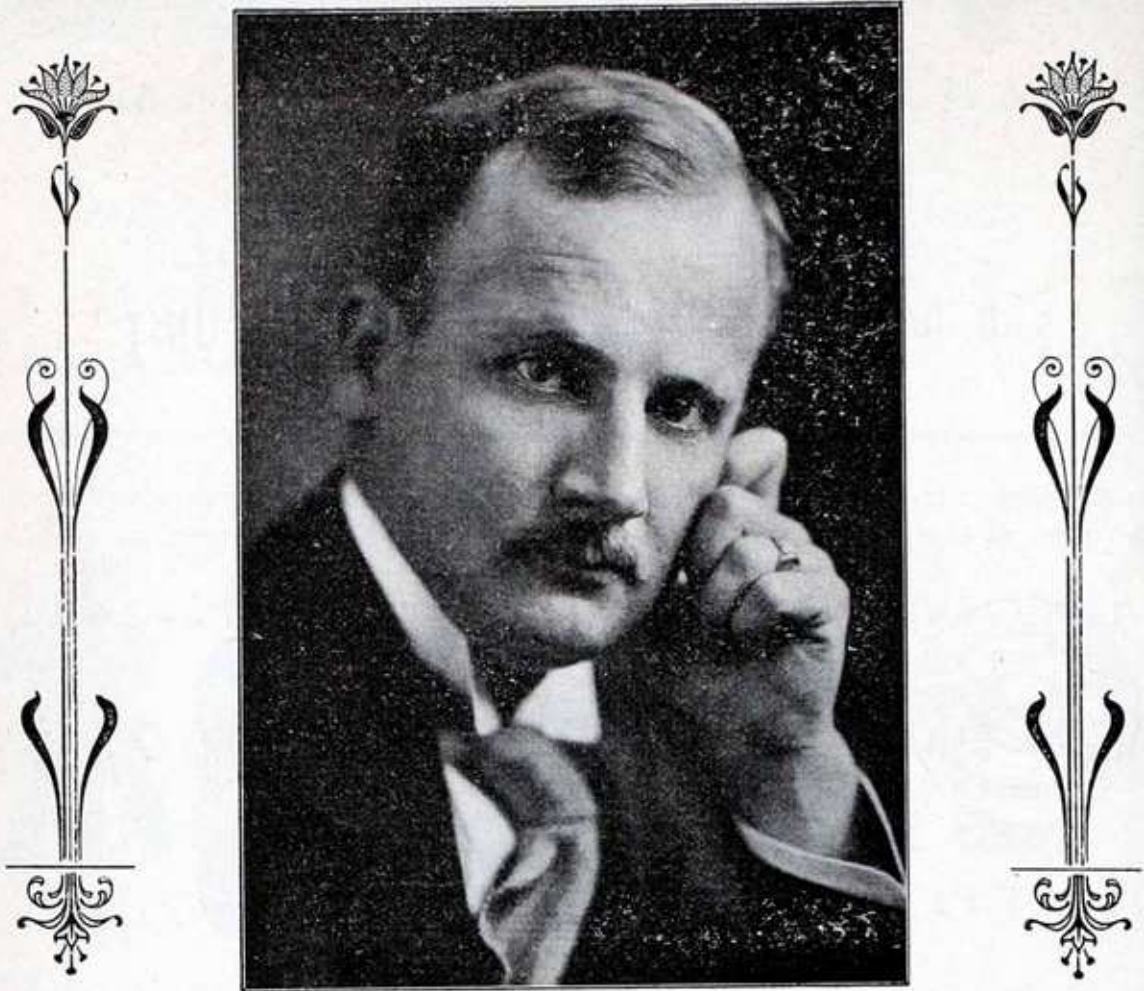
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**EMIL SAUER.**

American Consul at Bagdad.

In the last issue of LEVANT TRADE REVIEW was published an interview with Mr. Emil Sauer of Texas, American Consul at Bagdad, containing most instructive and valuable information about Mesopotamian developments. Since that time, Mr. Sauer has been promoted to Goteborg, Sweden. In extending our heartfelt congratulations, we would warmly express the wish that Mr. Sauer will quickly recuperate in the northern latitude, and that we may see him return to the Near East in two or three years, to a position of increased usefulness.

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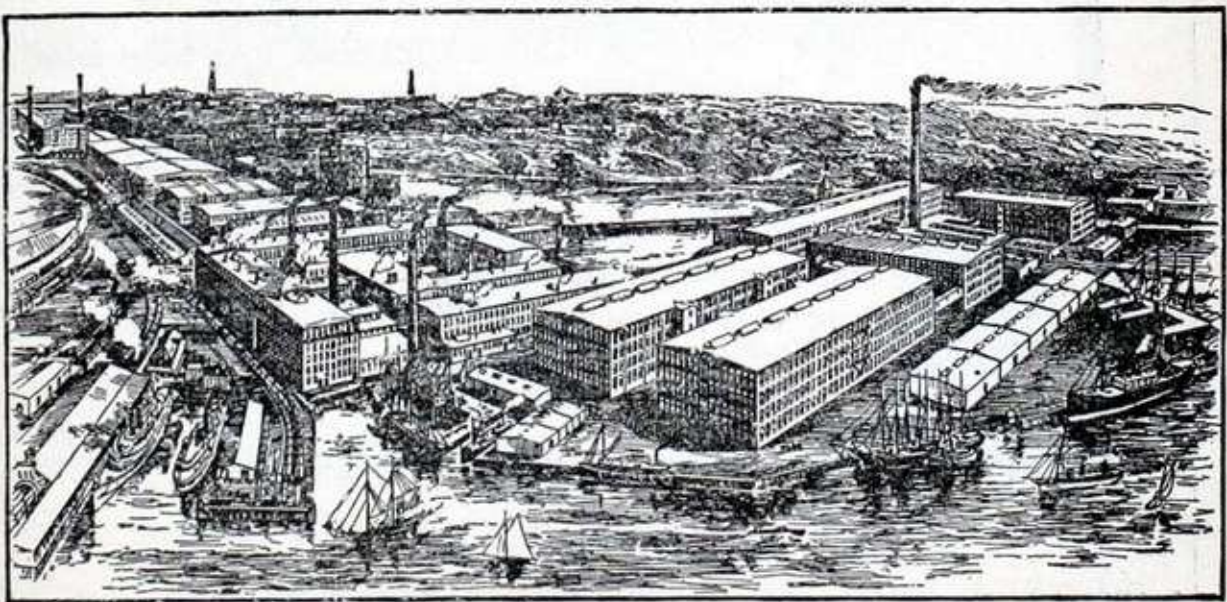
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## Commerce américain et allemand

**J**AMES W. GERARD, ambassadeur des Etats-Unis d'Amérique en Allemagne, prononça le discours principal au dîner offert par la colonie américaine à Hambourg en l'honneur du Thanksgiving Day. Il compara l'inévitable rivalité commerciale des deux grandes nations — les Etats-Unis et l'Allemagne — chacune régie par un tarif, aux luttes des jeux Olympiques, en exprimant l'espoir que les hommes d'affaires soutiendraient leurs joutes dans le même esprit ouvert et seraient de nobles adversaires dans le plus grand et le meilleur des jeux : le commerce.

Les citoyens de Hambourg et ceux des Etats-Unis, dit-il, se rencontrent sur un terrain commun dans leur dévouement aux affaires et dans la haute estime où ils tiennent les idéals de la vie de commerce. Il défendit les américains contre l'accusation d'être de vulgaires "chasseurs de dollars." Aucune nation adonnée exclusivement à des poursuites pareilles, aurait élu pour ses chefs des hommes aussi généreusement idéalistes que le président Wilson et le secrétaire d'Etat Bryan. Et de plus, aucune nation si totalement égoïste n'aurait pu désirer, ou même rendu possible, la participation de l'Allemagne à l'Exposition du Panama-Pacific à San Francisco, qui ouvre au commerce européen de nouveaux et vastes débouchés.



FIG. 275

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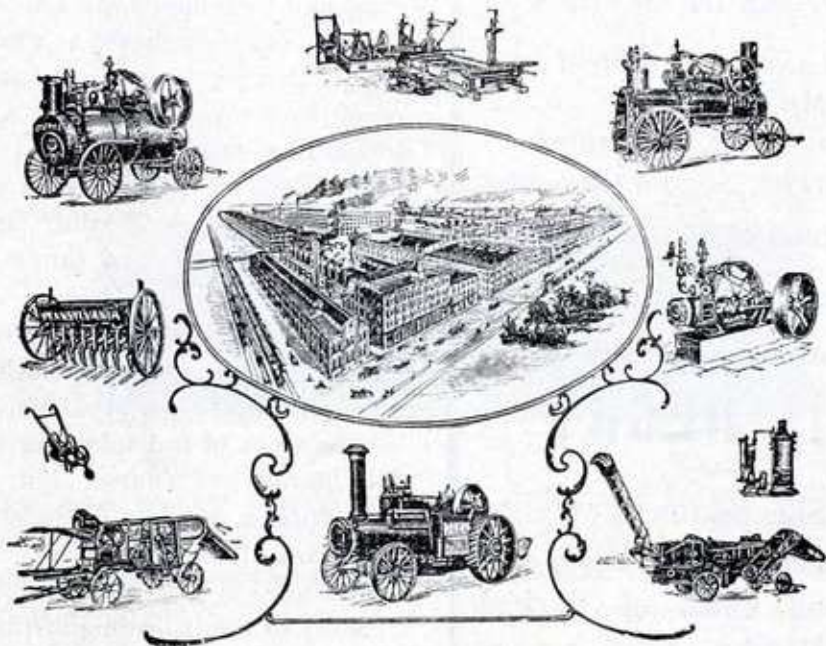
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## American Palestine.

Fruits and Plants of Holy Land Being  
Transplanted to California

(From HARPER'S WEEKLY)

RECENT investigations of Palestine by the Jewish agricultural experiment station at Haifa show so many similarities between its climate and soil and that of our own state of California, that it is believed most of the types of vegetation can be successfully transplanted to our Pacific Coast. There are 3,000 listed species which grow wild in Palestine, and almost the same number have been classified by botanists in California.

Both countries have a warm and dry season that are similar; the same diversity of soil and vegetation within a small area; mountains that run up to 10,000 feet altitude and great desert and arid regions. Even the shores of the Dead Sea are similar to the edges of the famous Death Valley in California.

For these reasons the Bureau of Plant Industry, through co-operation with the agricultural station at Haifa, is carrying on the work of transplanting to California. Not literally, of course, but through the introduction of many of the strange plants that are found nowhere else than in Palestine.

Many of the Palestinian fruits are already growing in California, such as the olive, pomegranate, fig, date, orange and apricot. The Jaffa orange is said to be one of the largest grown, and it is now being introduced in California to rival her famous navel oranges.

The carob-tree or sweet-pod, called "St. John's bread" is also to be introduced into our arid regions. This is one of Palestine's great forage plants. The tree grows to a height of twenty-five feet and often yields 450 pounds of forage per tree. The Palestine "salt-bush" that furnishes so much food to the camels and sheep of the Holy Land is another plant that thrives on the alkaline soils of our west.

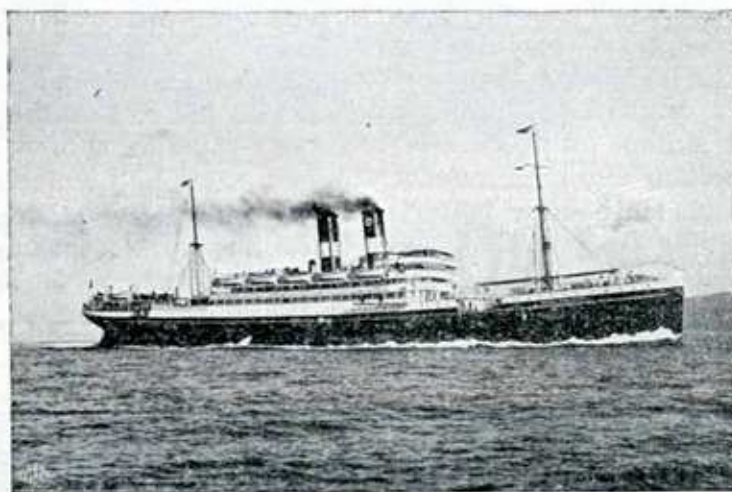
A species of lotus is being introduced to

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prevent fields from being overwhelmed by the shifting sands of the dunes. This plant is one of the best found in Palestine for fixing the shifting sand. The plant grows to a height of six feet, and sends out suckers to form small clumps of new parent plants. It completely binds the sand together and prevents it shifting with the wind. This lotus produces a palatable fruit which the Arabs in the valley of the Jordan highly prize as food. It is also gathered and eaten extensively by the Jews of Tiberias. The fruit tastes somewhat like dried apples and is considered very wholesome.

The wild pear, called *pyrus syriaca*, a great favorite with the peasants and shepherds, is an important introduction that apparently thrives under the most diverse conditions. It is found growing in Palestine at an altitude of 3,000 feet. With proper cultivation and improvement these wild pears might add another delicacy to our fruit-market.

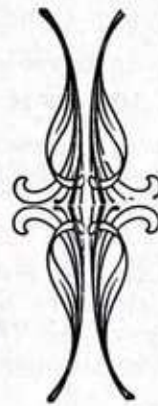
Sesame is another plant that may be introduced, although there are difficulties in the way of raising it here on account of

hand-picking, which is expensive. The magic "open sesame" of the Forty Thieves derived its name from this plant.

The "Kelabi" apricot will thrive in California. Apricot paste is made from this fruit, and when it is dried and oiled it will keep indefinitely. With a little roll of this compact ration the Moslem soldiers can march and fight as can few other soldiers of the world. The Palestine chick-pea is another plant that will thrive here where the rainfall is limited. This is a legume which commands as good a price as wheat.

The changes of environment may make a difference in the growth of some of these plants, but while such change affects some injuriously, it works magic upon others. Some yield more bountifully in California than they did in Palestine, and their fruits are of a superior flavor. A few apparently do not take kindly to their new home, and fail to come up to anticipation. But on the whole, the work of making a new Palestine out of California, as far as the vegetation and fruits are concerned, is progressing satisfactorily.

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## New Bulgaria.

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**T**HE occupation of Western Thrace was consummated some days ago, and the new administration has already entered upon its duties. Two municipalities have been created, one at Gumuldjina, the other at Stroumitza, post and telegraph offices, courts, schools, have been established. Normal life is starting afresh in every way.

The territory of the Kingdom of Bulgaria includes to-day a total area of 112,077 square kilometers (43,305 square miles) with 4,700,150 inhabitants. Of the 23,257 square kilometers (8,926 square miles) recently acquired, only 2,555 square kilometers (987 square miles) are cultivated. If it cannot be said that the remaining part—plains and mountains—is unfit for cultivation, nevertheless the lower land will only be reclaimed after the draining of the marshes. As for the mountains, almost completely denuded, the replanting of their woods will take time.

In the really fertile parts, the principal crop to be raised is tobacco. Mulberry trees are also grown, and sericulture brings in revenues worthy of consideration.

The development of the new country depends upon the creation of means of communication. At present, these means scarcely exist. No ports, hardly any roads and only 219 kilometers (136 miles) of railway: 207 kilometers (128 miles) on the Dédagatch-Salonica line and 12 kilometers (7.46 miles) on the Moustapha-Pasha-Constantinople line.

The new outlets Bulgaria has obtained on the Aegean Sea constitute an immense advantage for the development of the whole country, first because the rules governing the right of way through the Dardanelles, and the subjection they enforced, will be avoided. Secondly, because the distance between Port Lagos and Sofia is only 406 kilometers (252 miles) while there are 460 kilometers (286 miles) between Bourgas and Sofia, and 540 kilometers (336 miles) between Sofia and Varna. The double benefit of reduced distance and of security is clearly apparent.

The geographical situation and the comparatively short distance which separates Port Lagos from Sofia, the topography which facilitates the con-

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struction of a railway in that region, have decided the government of Bulgaria to choose Port Lagos rather than Dédeagatch for the location of a port, which, it is thought, will cost about 20 million francs (\$3,860,000).

Two plans have been made for the construction of the new Port Lagos-Sofia railroad one causing the line to pass through Philippopolis, the other through Haskovo. The line starting from Haskovo would cross the valleys of Sugutli, Issidéré and Kourou-Tchair, run through Narlakeuy and terminate at Port Lagos. This line is favored by the technical commission, as being the shorter of the two routes (175 kilometers or 109 miles instead of 222 kilometers or 138 miles). The cost of building is estimated at 40 million francs (\$7,720,000.)

By whom will all these works be executed? In so far as Port Lagos is concerned the operations will be doubtless conducted by the engineers of the State of Bulgaria, who will fall back upon foreign contractors. In regard to the highways the "Société des Routes de l'Empire Ottoman," a French concern, has obtained from Bulgaria, in conformity with the treaties, permission to extend its contracts to the erstwhile Turkish territories now become Bulgarian. Foreign industry will certainly be called upon to build the railroads, The Bulgarian goverment has already received propositions from Belgian and English companies and from the "Société des Grands Travaux de Marseilles,"



## Huile de Coton.

**N**OUS venons de recevoir une copie du Rapport Annuel de la AMERICAN COTTON OIL COMPANY (Compagnie Américaine de l'Huile de Coton) pour l'année fiscale terminée le 31 Août 1913, d'où il ressort que :

La récolte de coton de cette année fut inférieure à la récolte précédente de 2 millions de balles ;

les moulins à broyer eurent des gains assez considérables, déduction faite des frais d'opération et du coût total des réparations de bâtiments et de machines ;

les raffineries étrangères firent des commandes réduites, principalement à cause des hauts prix actuels, mais les demandes indigènes assurèrent de bons marchés intérieurs, qui absorbèrent vite l'huile offerte et la saison, en s'achevant, compta de moindres stocks que d'habitude ;

la vente des marchandises brevetées fut satisfaisante, les profits nets dans cette branche ayant matériellement augmenté.



## Invitation to Levant.

(FROM THE NATION'S BUSINESS, published by the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA).

**T**HE Sixth International Congress of Chambers of Commerce will be held in Paris, France, in June, 1914. The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT having this meeting in mind, is at present communicating with a number of the leading business men of the United States for the purpose of inviting a delegation to visit the Levant subsequent to the Paris meeting. It is the earnest desire of the above mentioned organization to have a delegation of American business men visit Constantinople and the leading ports of the Levant for the purpose of extending relations with that part of the world and at the same time to strengthen American prestige and influence there.

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## World's Production of Raw Silk.

The following estimate of the 1913 world raw-silk production, while subject to revision, may be taken as approximate. The table also gives the corresponding figures for 1912 for comparison :

COUNTRIES	PRODUCTION	
	1912	1913
	Pounds	Pounds
Western Europe :		
France.. ... ..	1,102,310	771,620
Italy ... ..	9,038,955	7,495,715
Austria-Hungary ... ..	661,385	705,480
Spain ... ..	176,370	176,370
TOTAL ... ..	10,979,020	9,149,185
Far East (exports)		
China { Shanghai* ... ..	10,727,690	9,700,340
China { Canton* ... ..	4,797,260	5,291,095
Japan ... ..	23,849,600	24,471,310
India ... ..	396,835	330,695
TOTAL ... ..	39,771,385	39,793,440
Levant and Central Asia :		
Servia, Bulgaria, Roumania ... ..	330,695	220,465
European Turkey .. ... ..	573,200	440,925
Greece and Crete.. ... ..	110,230	110,230
Brusa ... ..	925,940	1,212,545
Syria, Cyprus, etc. ... ..	4,146,405	1,433,005
Caucasus ... ..	881,850	661,385
Persia and Turkestan (exports) ... ..	1,102,310	5,212,545
TOTAL ... ..	5,070,630	5,291,100
Grand Total.. ... ..	25,821,035	54,233,725

(The raw-silk production of 1912 was reviewed, with slightly more detail, in Daily Consular and Trade Reports for June 11, 1913).

\* Excluding tussah.

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## Nathan Strauss and Palestine.

MR. NATHAN STRAUSS, merchant and philanthropist, who retired from R. H. Macy and Co., New York, quite recently will devote the rest of his life exclusively to humanitarian work. It is said that he will devote all his time to a world-wide campaign for the betterment of social conditions.

While Mr. Strauss intends to devote the near future to the extension of his foreign philanthropic enterprises, particularly in Palestine, it is stated that his charitable enterprises in this country will also be carried on as before and will eventually be largely extended.

The health bureau which Mr. Strauss is maintaining in Palestine is said to have accomplished remarkable work

in the reduction of all diseases, and particularly in the practical eradication of malaria and trachoma.



## Greeks as Immigrants.

(Compiled from "Greeks in America" by the Rev. Thomas Burgess : Sherman, French & Co.)

IN 1848 arrived in New York 91,061 Irishmen, 51,973 Germans, one Greek. In 1891 the number of Greek immigrants first passed three figures. In 1907 there were 46,283, including Greeks from Turkish dominions. Greeks are the most widely distributed of all recent immigrants. They are in every State; hardly a large town is without two or three. The largest colonies are in California, 17,000; Florida, 4,000;

Illinois, 20,000—30,000 in Chicago; Massachusetts, 30,000—8,000 in Lowell; Missouri, 8,000; New York, 32,000—20,000 in the metropolis; Ohio, 10,300; Oregon, 6,000; Pennsylvania, 17,900; Texas, Utah and Wyoming, 4,000 each; Washington, 6,000; Wisconsin, 5,500.

All the Greeks are educated; many who work in hotels are university men. Greek lawyers are beginning to get a foothold; fifty Greek doctors are doing good work.

Two Greek daily newspapers in New York circulate all over the country; fourteen weeklies are scattered from Boston to San Francisco. There are Greek schools, societies, militia companies,

The Greek Church needs an American Bishop. It is under the rule of the Metropolitan in Athens, the Patriarch in Constantinople having

relinquished in his favor charge over Greeks from Turkish parts. There are sixteen new Churches in the Greek architectural form, of which one in Lowell cost \$80,000 or \$10 for each Greek in the town; twelve churches bought from other bodies, of which the one in New York cost \$65,000; and services in hired halls.

Greek candy men are familiar everywhere. Greeks themselves do not like candy, though Turks do. In the West, Greeks work as railroad hands and on farms. In Massachusetts they have gone into the mills in great numbers, in towns where they are miserably housed.

The Greeks who came first were young men. They are beginning to bring their wives or to marry here.

Between 40,000 and 50,000 Greek veterans and reservists went from America to fight in the Balkan war.

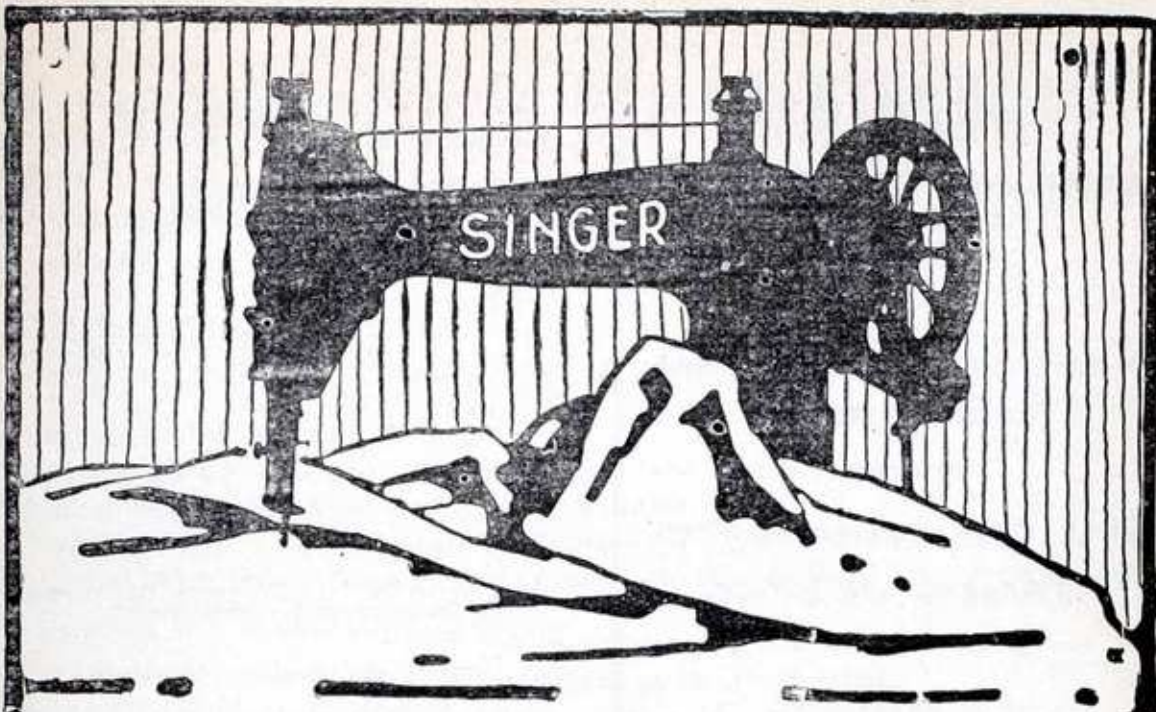
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### Trade Credits in Egypt.

ATTENTION is invited to an interesting article in a recent issue of the Monthly Journal of the British Chamber of Commerce in Egypt, on the subject of trade credits in that country. That Chamber receives many complaints from its members at home in regard to the protracted credits now required in the majority of branches of trade in Egypt and the unsatisfactory manner in which the native traders, as a general rule, keep their engagements. Manufacturers in many cases enter the Egyptian market without having studied its peculiarities, expecting the same punctual observance of obligations on the part of the buyer as in Western countries. The native, however, does not take a serious

view of the non-payment of his debts at due date. It is a common practice to demand an extension of payment on maturity of a bill, a certain amount being paid on account and the balance by instalments at intervals of a few weeks, and no stigma attaches to this custom.

Egypt is naturally a country of long credits, but it is hoped that the Five Feddan Law, under which the land of an agriculturist owning less than five feddans cannot be seized for debt, will, by curtailing the borrowing powers of the small peasant, render him less improvident and inclined to pay cash more readily for his requirements. This much-to-be-desired result would react favorably in all branches of trade, through the retailers to the merchants and importers, and would render less necessary the extended credits now required.

European merchants have, however, largely themselves to thank for the present state of affairs. Continental, and more particularly German and Italian firms owe the foothold they have gained in Egypt to the long credits granted to nine and even twelve months in some lines, but there is now a tendency towards curtailment.

Some useful particulars are given in the article as to the terms of credit in different trades. In Manchester goods, the general terms should be three months from date of delivery, but in the case of white goods it has been extended to three to four months and for prints and fancy lines to five months. Accounts are seldom met on maturity, and it is the common practice to allow one, two or three months' delay before the debt is finally settled. For German silks

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GROCERIES — PROVISIONS

WINES & SPIRITS — MINERAL WATERS

PERFUMERIES

PATENT MEDICINES, ETC. ETC.

**Wholesale & Retail**

**CONTRACTORS TO U. S. NAVY.**

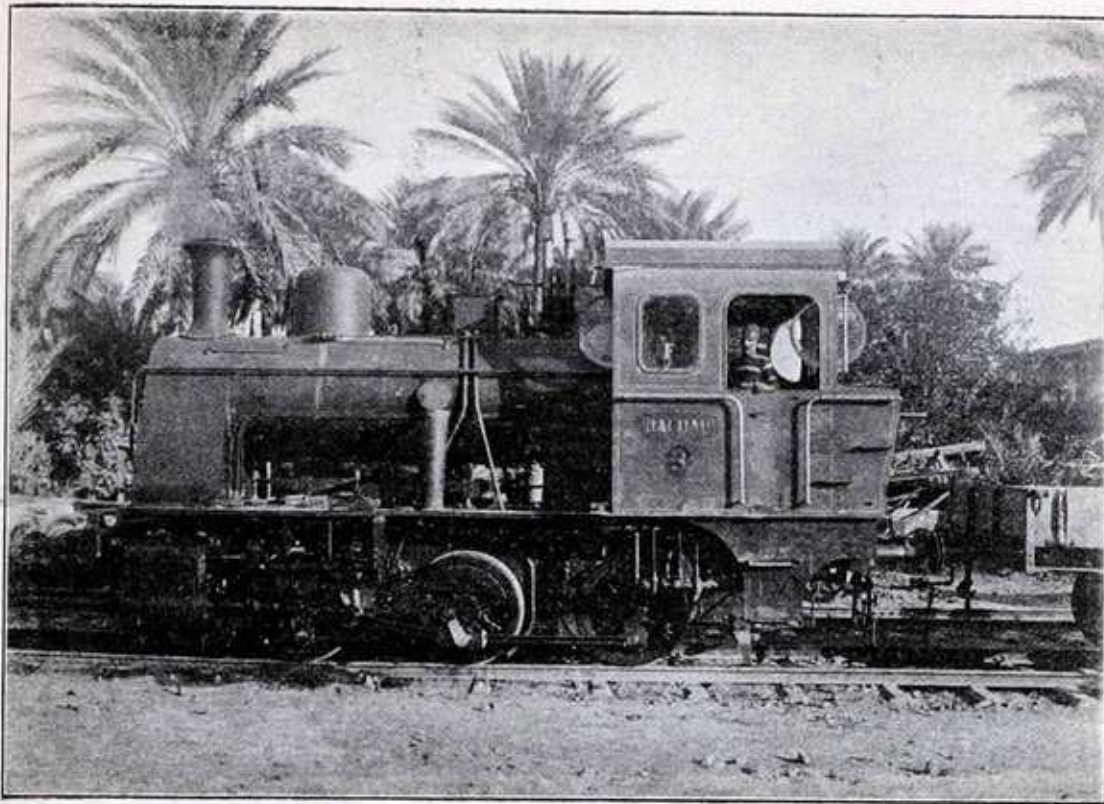
and woollens as much as ten months credit is given, often dragging into eighteen months. The longest credits are, perhaps, allowed in the engineering trade, where it is the custom to spread payments over a period of two years. Other periods of credit are as follows:— Groceries, provisions, confectionery, 3 to 4 months; coal, cash on delivery to 90 days, but for native cultivators "settlement November," when their cotton crop is realized; ready-made clothing, principally Austrian, 6 months, but it is frequently 9 or 12 months before accounts are finally settled; boots and shoes, 4 to 6 months; and oils, paints, cement, iron and building materials, 3 to 4 months from delivery. In a few branches of trade, generally those in which there are active fluctuations in price, such as rice, sugar, wheat,

flour some descriptions of metals and in most cases gunny bags, the usual terms are cash on delivery.

Undoubtedly conditions of credit in Egypt leave much to be desired, but with proper caution and prudence there is said to be good business to be done at a fair trade risk, while, although credits are long, profits are correspondingly good.

Finally, our contemporary states that, provided manufacturers have proper confidence in their agents—it is of vital importance that they should satisfy themselves not only on first entering into relations, but also from time to time at regular intervals that the agents are worthy of confidence—they should not be unreasonable when asked to allow a customer a little longer credit than that agreed upon when the order was given.





ONE OF THE FIRST LOCOMOTIVES AT BAGDAD.

## America's Trade With Bagdad.

**D**URING the year 1912 American goods to the value of \$179,795 were imported as against \$135,185 in 1911. The bulk of the imports were petroleum to the value of \$114,400, as against \$57,200 in 1911. \$29,885 worth of sewing machines were imported from the United States as against \$30,808 in 1911, and drugs and medicines to the value of \$14,795 as against \$13,120. In 1911 \$25,352 worth of steel piling was imported, whereas none was imported in 1912, but one large order has been placed with an American house in 1913. Other articles imported were machinery (\$4,658), cotton goods (\$2,624), gramophone records (\$1,650), dental

supplies (\$4,860) and beer (\$910). The total exports from Bagdad and Basrah increased from \$1,002,562 in 1911 to \$1,199,050 in 1912. The United States receives 9.7% of the total exports of this district, but in return furnishes about 1% of the imports. In 1912 agricultural machinery was imported for the first time into this district and has found great favor with the Arabs. Two British firms in Bagdad, members of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, are acting as agents for two American manufacturers and the prospects for increased sales are good, for the Arabs, although hard to persuade to adopt innovations at first, are quick to realize the advantages to be gained, as soon as this point has been practically demonstrated to them. 288 pieces of duck valued at \$2,624 and 1961 yards of canvas valued at



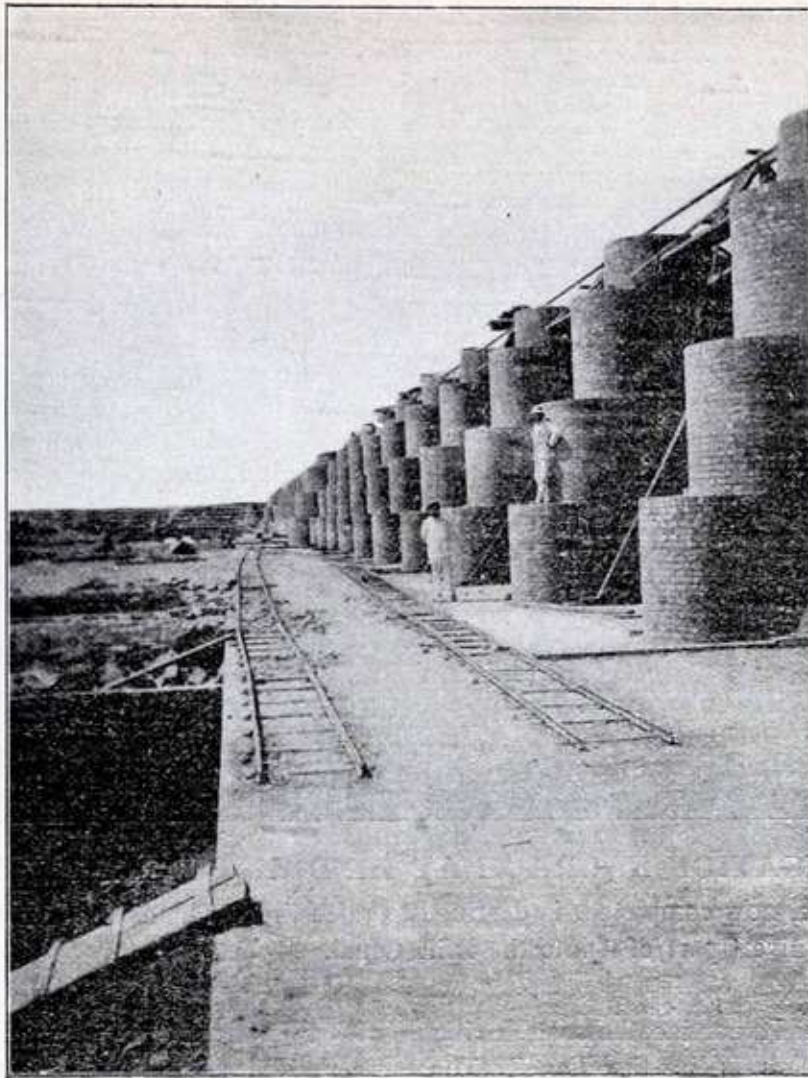
**RAILROAD MATERIAL ON THE BANKS OF THE TIGRIS.**

\$595 were imported from the United States in 1913.

As predicted to by Consul Sauer in his interview published in the September issue of *LEVANT TRADE REVIEW* (Vol. III, page 112) the first step in the carrying out of the great irrigation scheme of Sir William Willcocks has been made, and about the middle of December the opening of the Hindia Barrage was inaugurated in presence of the Governor-General of the Province of Bagdad, thereby carrying the water back into the Euphrates Canal of the Ancients. When this great scheme shall have been completed this country will through its fertility regain its ancient importance and become one of the richest agricultural countries of the world. The beginning has now been made, and the next step will be the building of a barrage at the Lake of Habbania near Bagdad.

Unfortunately up to the present no pumps of American manufacture have been introduced into this region, and the amount of steel piling imported from the United States has been small in comparison with the total amount used. American manufacturers can with comparatively small effort secure a large percentage of this trade. First class and fully reliable firms to handle these articles are not lacking in Bagdad and manufacturers of these articles should consult the classified trade index at the back of *LEVANT TRADE REVIEW*.

Our illustrations show: One of the first locomotives used in the railroad construction work at Bagdad — A ninety miles section of the railroad, from Bagdad to Samarra, will be completed by March; Railroad material on the banks of the Tigris opposite Bagdad, and three views of the barrage at Hindia.



### IRRIGATION BARRAGE AT HINDIA.

Section showing the pillars between which are fitted sluice gates to regulate the height to which the water of the river is to be raised.

## American Tuberculosis Sanatorium in the Lebanon.

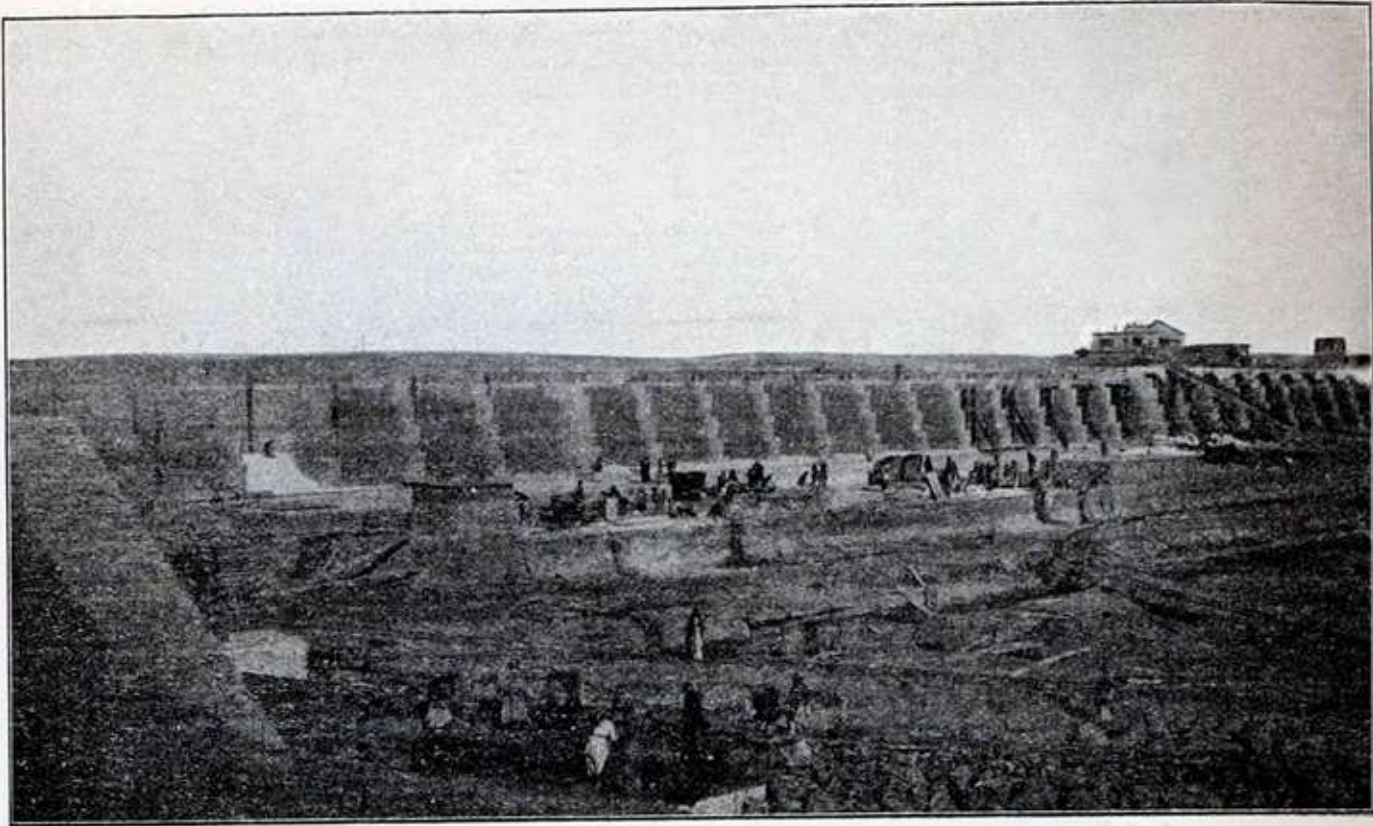
(MARY PIERSON EDDY, M. D., in THE ORIENT,  
Nov. 5, 1913.)

**E**IGHT years ago having discovered in the course of general practice the great need of a refuge for patients suffering from tuberculosis, many of whom were obliged to leave their own home from the great dread of tuberculosis felt by their families or neighbors, I determined to open a

home for such sufferers. I began six years ago with two beds only. The second year we had eight patients, the third year about eighteen and from that time on we have been gaining much in experience as well as adding to the number of patients until this summer we had about thirty-five or more in the house with about ten nurses and helpers to look after them.

The original house which we purchased was at the height of 4,000 feet above sea level, situated in the centre of the beautiful Vale of Hammana surrounded by a rampart of mountains yet 3,000 feet higher.

This spot is made famous by the visit



#### IRRIGATION BARRAGE AT HINDIA—GENERAL VIEW.

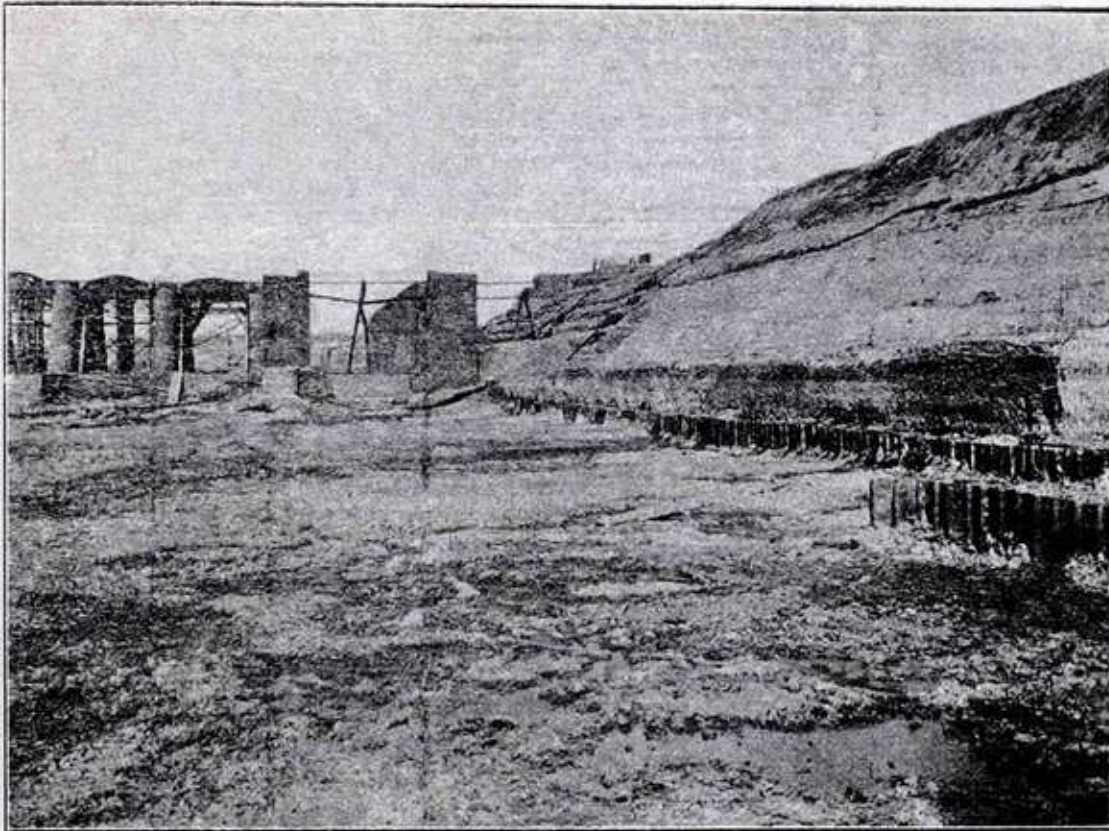
This barrage, now completed, is destined to raise the water of the Euphrates River sufficiently to divert part of it into the Hilla Canal.

and writings of Lamartine, the poet, during his famous "Travels in the East." The original building we still use, but the 19,000 square metres of pine-forests surrounding it at that time have been more than doubled. As you look across the valley that one house is now the centre of a beehive settlement of shacks, metalscreen houses, white and green tents and pavilions for recreation, as well as the lately added kitchens, bath-rooms and laundry so necessary to such an establishment. Our greatest need up till last year was water. We had a good spring, but for our growing family it was manifestly insufficient. One year ago in October we were able to secure "The land flowing with springs," which we had waited patiently six years to purchase. This water is now brought directly into the Sanatorium grounds and will in a year or so cause the whole place to become, as a friend said, "a veritable paradise in this desert of sand and pines." The greatest benefit we look for is that

with this advent of water the occupation we needed most for the patients is secured. Not only must the garden-walks be regularly cleared up every morning, but seeds planted, flowers picked, the beds tended, while the interest and pleasure thus awakened will be a large factor in contributing to the out-door-life and health-helping life of the sanatorium.

We found it needful, after having begun this summer-home for two years, to build a house near Beirut for a winter-home; and to this winter-home; on the beautiful Bay of Junch, we move the patients who remain with us for the winter the first of November, where they remain until we are ready to go back again to the mountains with the spring flowers in April.

The stories that this brief sketch might tell of the homeless, helpless ones cared for, who were gathered out of streams, caves, dried bed-streams or fields, would be too long to relate. It is much happier to have those who have come to us as



### SECTION OF THE IRRIGATION BARRAGE.

Showing steel piling (along the edge on the right) from the United States. This piling, five meters long was driven into the ground along the edge of the entire length of the barrage and the masonry work and subsidiary barrage. The piling is intended to prevent erosion below the brick foundation of the barrages, there being no rock bottom.

nurses or college students or business men and who have been able to return helped and ready to help others, tell you what the sanatorium life has done for them. Our patients having come this year from places as far North as Albania and as far South as the Soudan, you can well see that the countries between these two extremes furnish patients from many races and religions. Often ten languages are being spoken by those living with us at one time.

We are in great need of more free beds. These cost for the third class £stg. 24 a year; the second class 90 Frs. a month, while the first class pays 6 to 10 Frs. a day according to rooms chosen. We have no endowment; this has been a work wholly voluntarily undertaken, because of the urgent necessity existing in the country,

no other such sanatorium being found in Turkey. Everything is supplied as in America, paper napkins, sputum cups and bags. For the disposal of all things used in the hospital by the patients we use incinerators and guard in every way ourselves and our helpers from the danger which would otherwise be met with in caring for so many, in so many cases, ignorant people, heedless heretofore of the simplest rules of hygienic living. We look forward to many more coming forward to help us in this our great task and we earnestly hope that my earnest effort may be helped by your sympathy and prayers.



The Austro-Americana S. S. Co. will henceforth call at an Albanian port probably at Durazzo or Valona.

# 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 Russian Trade**

**T**HE National Association of Manufacturers of the United States of America, inaugurated on Dec. 16th, as a new branch of its foreign trade promotion work, a Russian trade division which will be devoted exclusively to the promotion of an American trade with Russia under the leadership of Archibald J. Wolfe, formerly a commercial agent for the Federal Department of Commerce.

More than seventy prominent manufacturers and exporters who are greatly interested in Russian-American trade development attended the meeting held to mark the opening of the new department at the general offices of the association at 30 Church Street, New York. Addresses were delivered by the Imperial Russian Consul General in New York, Mr.

M. Oustinoff, C. J. Medzikhovsky, commercial attaché to the Imperial Russian Embassy; Archibald J. Wolfe; Captain D. L. Hough, S. C. Weinberg of St. Petersburg and J. Philip Bird, general manager of the Association, who presided at the session.

Chairman Bird, in his opening remarks, declared that the time is now ripe for directing attention to the commercial possibilities of the Russian Empire, with an area greater than that of either South America or North America, and a population equal to that of all the Americas.

C. T. Medzikhovsky, commercial attaché to the Imperial Russian Embassy at Washington, in a brief address, conveyed the good-will of the Russian Ambassador to the United States and the Russian Prime Minister for the new branch of the association's work. He declared that a glance at

# The Oriental Carpet Manufacturers, Ltd.

**CAPITAL £1,000,000 Sterling**

**Telegrams "TEZIAK"**

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**Head Office: SMYRNA**

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## **BRANCH OFFICES:**

**NEW YORK, Mohawk Bldg., 160 Fifth Avenue.**

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

**PARIS, 5, Rue Gretry.**

**CONSTANTINOPLE, Midhat Pacha Han.**

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

**ALEXANDRIA, 11, Rue Rosette.**

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

# WIENER BANK-VEREIN

Fully paid up Capital 130 million crowns — Reserve 39 million crowns.

**Head Office: VIENNA.**

**Branches in all important places in Austria.**

Agencies in Turkey: CONSTANTINOPLE and SMYRNA.

## CONSTANTINOPLE:

Head Office:— GALATA, Place de Karakeuy,

Branches:— STAMBOUL, Rue Kutub Hané.

» PÉRA, Immeuble St. Antoine.

The Constantinople Agency charges itself  
with any kind of financial transactions.

**SAVINGS BANK. — SAFES TO BE LET.**

the statistics showing the present situation of our interchange of trade showed an abnormality in our trade relations which should be analyzed.

Archibald J. Wolfe, who will take active charge of the newly organized Russian trade division, urged upon business men seeking Russian trade favors to make personal visits to the country itself.



## The Pistachio Market of Aintab

As predicted in our last report prices have fallen as low as 39 piasters per rotl during September and up to the middle of October, and towards the end of October began to rise. In November prices averaged from 41 1/2 to 42 and at present good pistachios are selling at 43, whereas those

which have suffered from moisture are sold at 41.

Shipments for the last three or four months amounted to about 3,000 cases to the United States, and about 1,500 to other countries. As regards the shipments of broken pistachios to Europe, hardly one tenth of the business has been done, which was transacted during the preceding year, and in consequence there has been no great diminution of the stock on hand, which is estimated at 2,000 kantars or 650 tons.

During the coming spring in the months of April and May it will be possible to predict with a considerable amount of exactness whether the new crop will be good or poor. Should the prospects be good, a falling in prices is to be expected, if poor, prices will go up considerably, possibly as high as 50/55.

Respectfully submitted,

CHARLES OBÉGI.

Aintab, December 20, 1913.



# Exposition Panama-Pacifique

## **SAN FRANCISCO**

1915.

Ouverte depuis le 20 Février 1913 jusqu'au 4 Décembre 1915.

## **SECTION OTTOMANE**

(Participation officielle du Gouvernement Impérial).

Commissaire-Adjoint et Directeur-Administratif de la Section :

**VAHAN CARDASHIAN**

55, Liberty Street, NEW YORK.

Représentant pour l'Empire Ottoman :

**HUBERT BANNING,**

35, Asmali-Mesdjid, Péra,

**CONSTANTINOPLE.**

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ESTABLISHED 1868.

Cable Address:

'HIRZEL', CONSTANTINOPLE.

## EXPORT:

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

## IMPORT:

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

CONSTANTINOPLE, TURKEY

## Cigarette Paper in Turkey.

THE importation of cigarette paper into Turkey is estimated at about \$528,000 annually, of which amount Constantinople takes from \$400,000 to \$450,000. Of this last amount about  $\frac{1}{3}$  is plain and  $\frac{2}{3}$  lined. The dimensions in use are 56.5 cm. by 74 cm. The ream contains 480 sheets and weighs with the packing from 3 kg. to 3 kg. 300 for the superior qualities and from 2 kg. 600 to 2 kg. 700 for the lower qualities.

The prices vary from 3 to 5 Francs the ream for paper of Austrian and Italian origin and 4 to 8 Francs for French paper. The quality of the French paper is superior to that of the Austrian and the Italian, and at present France furnishes about 20% of this commodity.

The payments are sometimes against documents or upon delivery, but often 3, 4 and even 5 months from date of invoice according to the agreement.

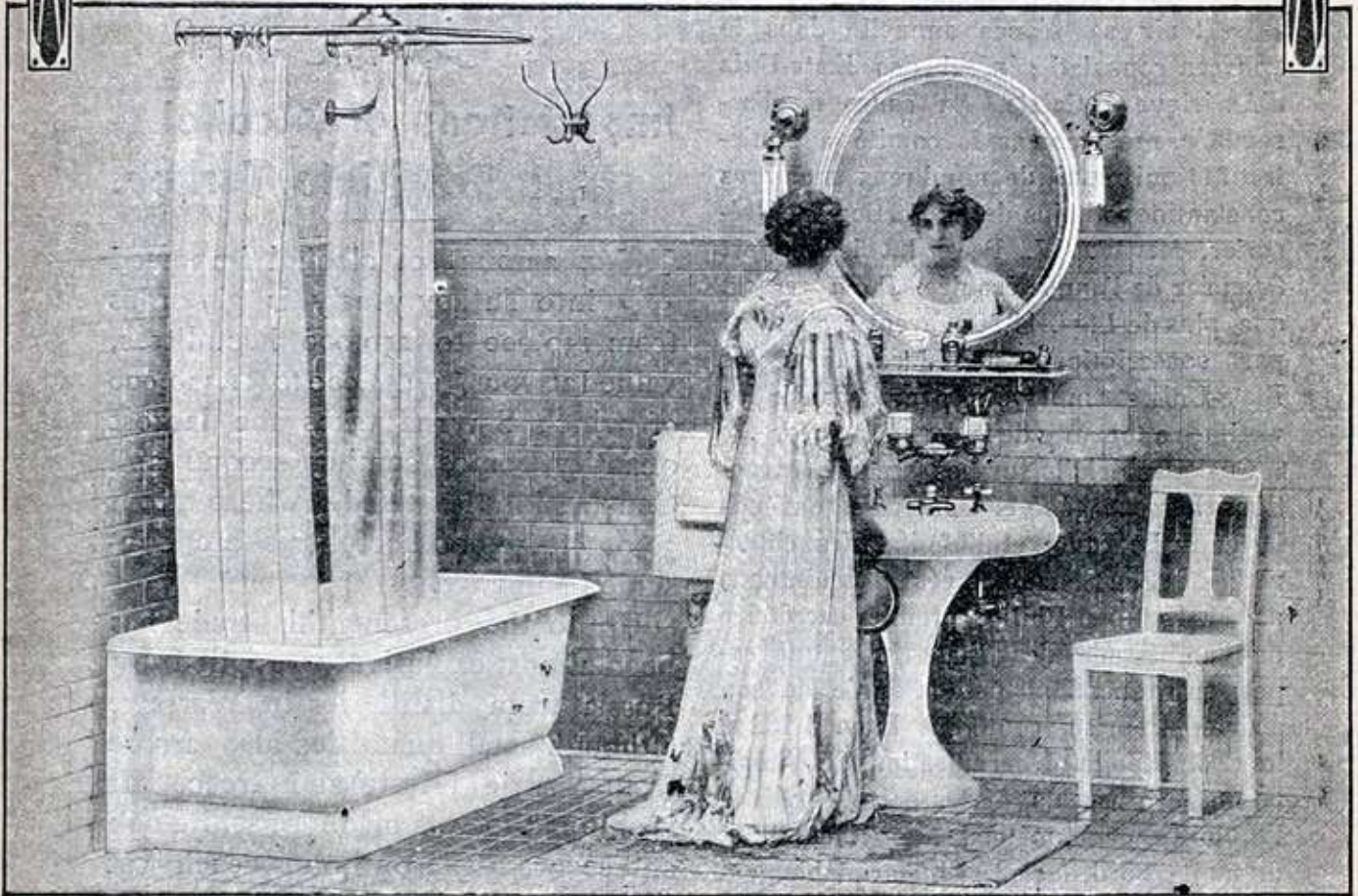
Local merchants have procured from abroad the necessary machines for putting up the paper in books for use locally and in the interior.

## Dr. Marcellus Bowen.

Marcellus Bowen, President of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, leaves January 1st, 1914, for Beirut where he expects to remain about one week. After a short call at Jerusalem and a brief visit to Port Said, he expects to arrive in Cairo about January 20th. Before starting homeward Dr. Bowen will stop at Alexandria. Any letters, during his absence, will reach Dr. Bowen when addressed care of American Mission, Cairo, Egypt. Friends or members of the Chamber should not fail to call on Dr. Bowen whenever convenient.

Le docteur Marcellus Bowen, président de la CHAMBRE DE COMMERCE AMÉRICAINNE DU LEVANT quitte notre ville le 1er janvier 1914 pour Beyrouth, où il compte séjourner pendant quelque huit jours. M. Bowen arrivera au Caire vers le 20 janvier, après de courtes visites faites à Jérusalem et Port-Saïd, et avant son départ définitif pour l'Amérique, s'arrêtera encore à Alexandrie. Durant son absence, toute communication devra lui être adressée à la Mission Américaine du Caire, Egypte, qui se chargera de lui faire parvenir son courrier. Il serait bon que les amis et les membres de la Chambre essayassent, autant que possible, de s'entretenir personnellement avec le président pendant sa tournée.

# "Standard" GUARANTEED PLUMBING FIXTURES



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

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

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

Send for a copy of our beautiful book "Modern Bathrooms." It will prove of invaluable assistance in the planning of your bathroom, kitchen or laundry. Many model rooms are illustrated costing from \$ 75 to \$ 600. This valuable book is sent for 6 c. postage.

## Standard Sanitary Mfg. Co.

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

WHEN WRITING TO ADVERTISERS KINDLY MENTION LEVANT TRADE REVIEW

## La Croix Rouge Américaine.

Nous lisons les lignes suivantes dans le JEUNE TURC du 20 Novembre, 1913 :

LA section de Constantinople de la Croix Rouge Américaine, vient de tenir sa séance annuelle dans le nouveau consulat général des Etats-Unis d'Amérique à Galata. Au cours de l'assemblée, présidée par le comité administratif et qui réunit de nombreux membres constantinopolitains de la Section, le trésorier, M. W. W. Peet, lut le rapport financier de l'année écoulée. Il en ressort que plus de Ltqs. 41.500 furent recueillies par souscriptions publiques dans les Etats-Unis et employées pour secourir les victimes ottomanes de la dernière guerre.

Quelques détails sur ces secours exceptionnellement généreux intéresseront nos lecteurs. Le camp et l'hôpital des cholériques à San-Stefano, créés et maintenus par M. Hoffman Philip, premier secrétaire de l'ambassade des Etats-Unis, qui exposa sa vie pendant toute la durée de son ardue entreprise, coûtèrent Ltqs. 4.162 à la Croix-Rouge. L'organisation de l'hôpital de Tash Kischla, où les soins, grâce à l'initiative personnelle de M<sup>me</sup> Rockhill et du major Ford, furent si remarquablement efficaces, entraîna une dépense pareille. L'aide distribuée aux mouhadjirs, sous la surveillance du docteur Wilfrid Post, représente, d'autre part, une somme de quelque 600 livres turques.

A Konia, à Salonique, dans tous les centres où les malheureux émigrés, complètement dénudés, se réfugièrent, la Section de Constantinople constitua des comités qui reçurent respectivement des subsides de Ltqs. 4,100 et Ltqs. 750, sans compter les stations accessoires fondées dans l'intérieur dès que la détresse des exilés y devenait pressante. A Brousse surtout, où Miss Jillson, de la mission américaine, et ses associés accomplirent un héroïque travail, plus de Ltqs. 3.800 furent données en secours et pour l'établissement d'une filature qui fait actuellement vivre des centaines d'émigrés.

Devant de tels chiffres, qui attestent une fois de plus, et si hautement, la grandeur d'âme et l'esprit de solidarité généreuse propres de tout temps à l'Amérique, il ne nous reste plus qu'à exprimer nos sentiments de reconnaissance à la grande nation humanitaire des Etats-Unis, et, ici, à ses admirables délégués.

## Importations of Alcohol into Turkey.

THE amount of alcohol imported into Turkey yearly is given as from 130,000 to 150,000 hectolitres, valued at from \$1,144,000 to \$1,320,000 of which Smyrna takes the largest quantity, Samos coming second and Constantinople third, where from 30,000 to 50,000 hectolitres are consumed annually.

Up to the present this trade has been almost exclusively supplied by Russia from distilleries in Warsaw, although small quantities also arrive from Austria (Trieste) and Greece. It is shipped in vats made of white oak and secured by iron hoops, each vat containing from 600 to 650 litres,

Russian alcohol is sold on a 100% basis and is of three qualities, Teretshenko, Ouladofka 1<sup>o</sup> and Ouladofka 2<sup>o</sup>.

Terms of payment are f.o.b. Odessa against shipping documents, and the price varies under normal conditions from 30 to 40 Francs the 100 kilos c.i.f. Constantinople.

There have been no evil effects of the war as far as the Anatolian Railways are concerned, whose receipts show a steady increase. The year has closed, it is stated, with a handsome credit balance to the Company.

# National Bank of Turkey.

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ESTABLISHED 1909 BY IMPERIAL FIRMAN.

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**CAPITAL - - £1,000,000 Sterling.**

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Head Office · **CONSTANTINOPLE (Kenadjian Han, Stamboul),**

**London Agency : 50, CORNHILL, E.C.**

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

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

## Notes from Mersina.

**T**HE predictions of my last report were realized and the cotton crop has not been as large as expected.

The excess of moisture in the fields hindered the development of the plant and the yield, consequently, was proportionally reduced. Nevertheless, the total production has equalled the preceding year's crop which itself was the largest ever obtained reaching about 110,000 bales.

The constant increasing acreage of cotton is hindered by lack of labor needed for the different processes from picking to baling. The most important of these processes is the bolling or the separation of the cotton lint from the boll which has increased in cost, in the last three years, from 10 to 19 metallics per cheki of 24 okes. This work is done by the poorer class of people in their homes and has the great disadvantage of moistening the lint in order to facilitate the operation and so, deteriorate the quality.

An American machine has recently been introduced to do the above work. Its success would be a great blessing for this cotton growing district.

On account of the high prices of cotton in the beginning of this season the few spinning mills situated in this province have restricted their operations till a normal market was reestablished. At present they have all resumed their work except one which will still be closed for some time.

The cotton-seed oil factory which was recently equipped with some American machines has just started operations under satisfactory conditions. The system is excellent and will, no doubt, be preferred by all parties interested in this line. Another mill is expected to begin work next year.

An American made automobile has just been imported and is attracting considerable attention.

Mersina, December 18, 1913

Respectfully submitted,  
J. DEBBAŞ



## Consul Nathan.

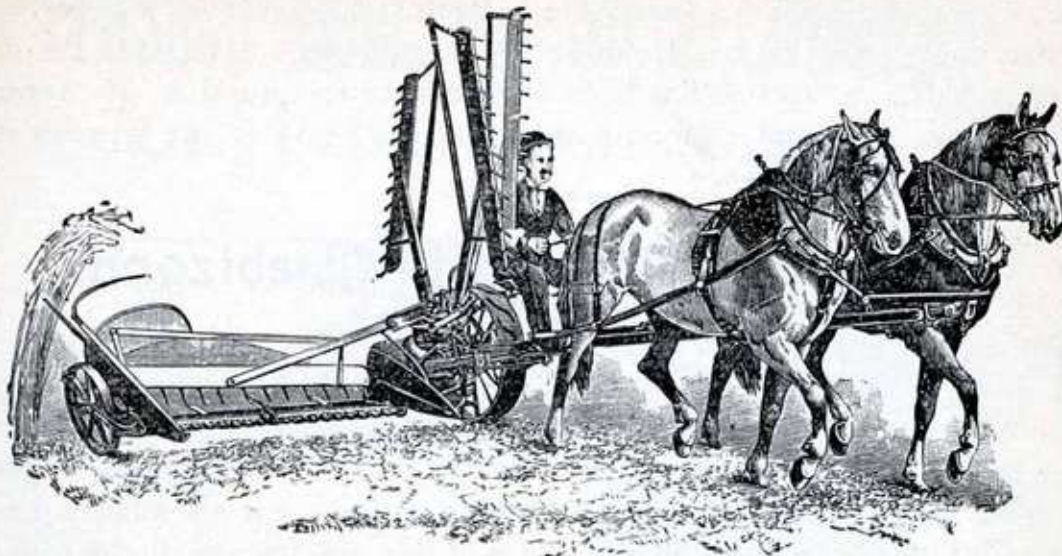
Edward I. Nathan, Esq., for several years American Consul at Mersina, Turkey, recently passed through Constantinople on his way to his native city of Philadelphia, where he expects to spend a month or two on leave of absence. In as much as Mr. Nathan has made an excellent record and always has proven a firm and efficient friend of our Chamber, we wish him a vacation as pleasant as it is well deserved.

On visiting the headquarters of the Chamber, Consul Nathan expressed himself approximately as follows regarding trade conditions in Cilicia:

Mersina is the port for the entire province of Adana and has a large import and export trade valued at over 3,000,000 Turkish Pounds (\$13,200,000). The province produces annually large crops of cotton and grain and these are in part utilized by local industries. Flour mills, ginning factories, cotton spinning and weaving mills, as well as minor industries require large equipments of machinery. Agricultural machinery and implements of all kinds are also imported. The new sections of the Bagdad railroad which

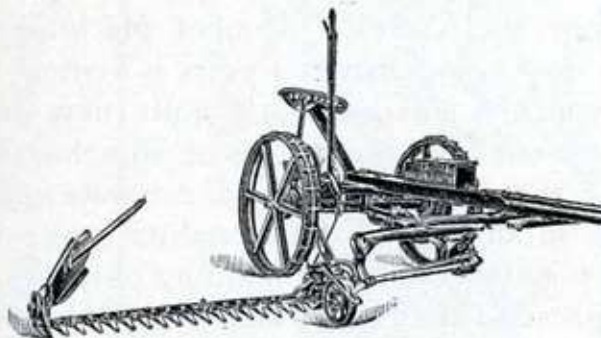
FACTORY, HOOSICK FALLS, U. S. A.

Established 1852



**Light Enclosed Gear Reaper**

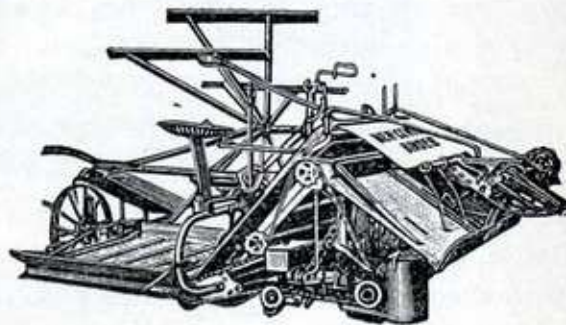
- 1 — horse (4' 0" cut) Weight 800 lbs.
  - 2 — horse (5' 0" cut) » 850 »
- Ox-pole device can be supplied.



“Vice - Admiral” Mower one-horse 3' 6" cut.

“Admiral” Mower two-horse 4' 6" cut.

“New Century” Harvester & Binder Left-cut, 4' 0", 5' 0", 6' 0", 7' 0" Right cut, 4' 0", 5' 0".



HAY-RAKES. — TEDDERS. — SICKLE-GRINDERS. — HARROWS.  
CULTIVATORS. — SEED-DRILLS. — PLOUGHS. — ETC., ETC.

AGENTS WANTED


**WALTER A. WOOD COMPANY, L<sup>TD</sup>**

36, WORSHIP STREET, LONDON, ENGLAND.

traverse the province have just been opened to traffic and transportation facilities are creating new possibilities. Unfortunately with few exceptions American manufacturers have not made much effort to secure a proper share of the import trade. It is not too late to begin, however, and now is the time that every effort in this direction should be made.

The Consulate at Mersina has been of assistance to a number of American firms in obtaining local representation and its services are always at the command of all Americans.

## Concrete Buildings in Trebizond.



**T**HE city of Trebizond is built amphitheatrically on solid rock which goes down to the sea. Most of the buildings have a foundation the level of the ground which is of solid rock, and others have blown up the rocks from a part of their lot and build their building with the stones they get out from there. Labor is not expensive and stone cutters are in abundance who are very skillful in their work. Stone cutters of this district are to be found all over the Caucasus where their skill is well known and much valued. In spite of the above and being persuaded of the advantages of concrete over natural stone, I succeeded in persuading an enterprising firm, Messrs. E. Velissarides and Co. to start concrete forming machinery, and some four years ago they received their first machines from the Century Cement Machine Co., Rochester, N. Y. Although for this slow going district 4 years is a short time during which to start a business which is unknown and quite new to the place and make a prosperous business out of it, the success of this has been wondrous. Nothing can illustrate the advantages of the concrete making machinery so well as its success in this city, where natural stone is so abundant, so easy to get, and of such suitable kind for building purposes.

In spite of the adverse circumstances and the general stagnation of business, the concrete making business has been a great success and Trebizond has many very nice buildings built entirely of concrete blocks and the number of them is daily increasing. I could send a big collection of photographs of buildings, but I am sending only one, Mr. G. Phostiropoulo's house, which is a sample of them. I hope the readers of the LEVANT TRADE REVIEW will profit by this successful experiment and start a business which, besides being very profitable, changes the aspect of a city with such buildings that many can not afford to erect of natural stone and give them such a graceful appearance.

Trebizond, Turkey, January 8, 1914.

Respectfully submitted,

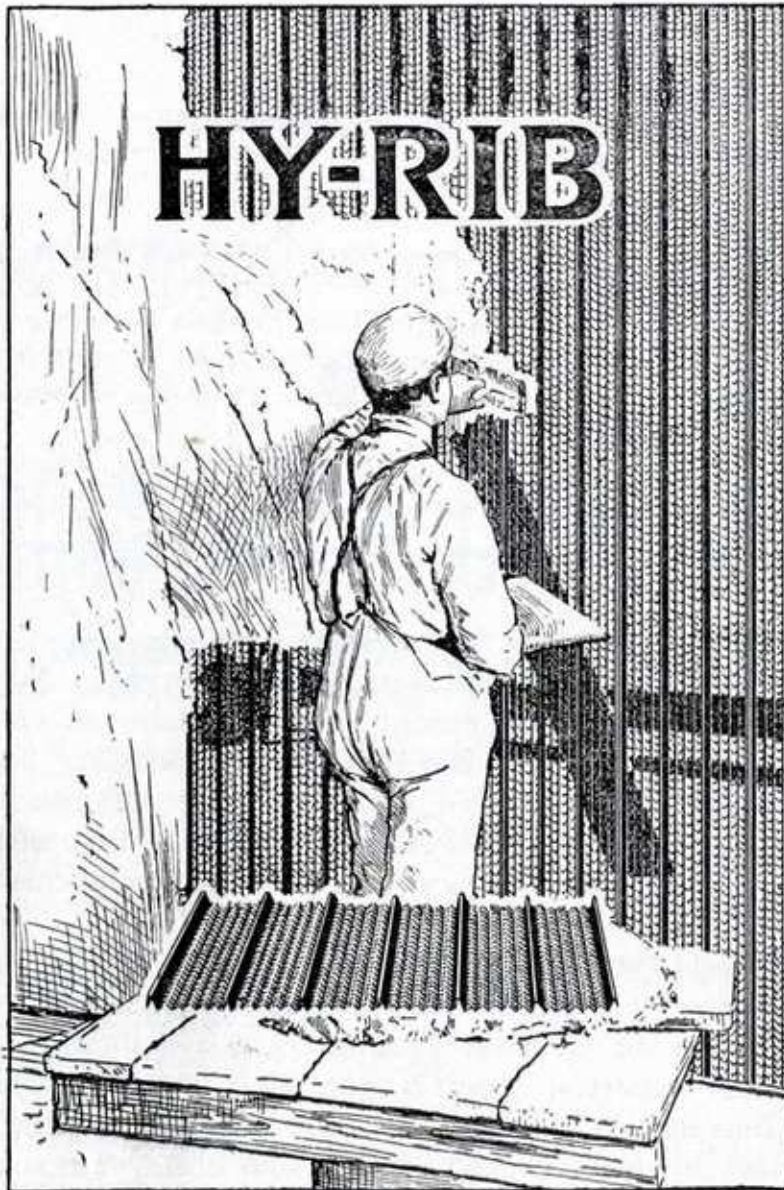
I. MONTESANTO

**Le Congrès de Paris.**—Le Cinquième Congrès International des Chambres de Commerce et des Associations Commerciales et Industrielles a eu lieu à Boston au mois de Septembre, 1912, et comme savent nos lecteurs, la CHAMBRE DE COMMERCE AMÉRICAINNE DU LEVANT s'y fait représenter par douze Délégués. Le Sixième Congrès aura lieu le 8 Juin, 1914, à Paris et MM. les Délégués seront reçus, d'après nos informations, par la Chambre de Commerce de Paris, et probablement, après la clôture des travaux du Congrès par d'autres Chambres de Commerce de France.



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## Films de Cinématographe

**L**ES ETATS-UNIS d'Amérique auront comme total — et en même temps  
comme record — pour l'année 1913, 25,000 lieues de films ciné-  
matographiques exportés. Ils fabriquent à eux seuls, environ les trois-quarts  
des films de cinématographe employés dans le monde. De vastes quantités en  
sont exportées comme films " blancs " ou vierges, ou encore comme films  
" imagés ", c'est-à-dire prêts pour la projection.

Le rapide développement de cette branche d'exportation en Amérique  
amena la création, entreprise par le Bureau de Commerce Intérieur et  
Etranger, (Ministère du Commerce) d'un office d'évaluation qui établit la  
quantité des films exportés, mesurés par pieds, et leur valeur. Les films  
blancs et les films imagés sont évalués séparément ; les pays de destination et  
les ports par lesquels la répartition est faite sont notés. Les statistiques ainsi  
établies montrent que l'exportation totale pour les neuf premiers mois de  
l'année a été de 65,000,000 pieds de films blancs envoyés aux différentes  
parties du monde et de 23,000,000 pieds de films imagés, ce qui fait un total  
de 89,000,000 pieds de films pendant cette période.

L'évaluation des films exportés durant ces 9 mois — soit de janvier à sep-  
tembre 1913 — est de \$3,500,000 répartis ainsi : \$1,811,000 pour les 65,000,000  
pieds de films blancs et \$1,656,000 pour les 23,500,000 pieds de films imagés  
destinés aux projections, d'où une moyenne de 2 3/4 cents par pied pour les  
films blancs et de 7 cents par pied pour les films imagés.

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## Trade Chances in Morocco.

**M**R. HAIM Toledano, of the staff of the National Association of American Manufacturers, a Moroccan by birth, has returned from a visit to that country.

"American manufacturers could at once bid for a share of the increasing business in Morocco," said Mr. Toledano. "With the advent of the French and Spanish protectorates, peace and order are going to be established on a firm foundation. Agriculture, heretofore restricted to the native, will from now on be thrown open to foreigners who will engage in it under the guarantees of the protecting powers. The wooden plow and the team of oxen and the

handsowing and the primitive harvesting devices will gradually have to go. The American manufacturer ought to be on hand to fill to the largest possible extent the demand for modern implements.

"Then, cities are being built up and harbor works are in contemplation in Tangier, Casablanca and Larache. The contract for the construction of the harbor at Casablanca, which will embrace an area of 280 acres, and must be completed in seven years, has already been let to the well-known French house of Schneider & Co. (Le Creusot) for a sum of \$10,000,000. Other port improvements, bridges and water works must be constructed. A railway will soon be laid between Tangier and Fez.

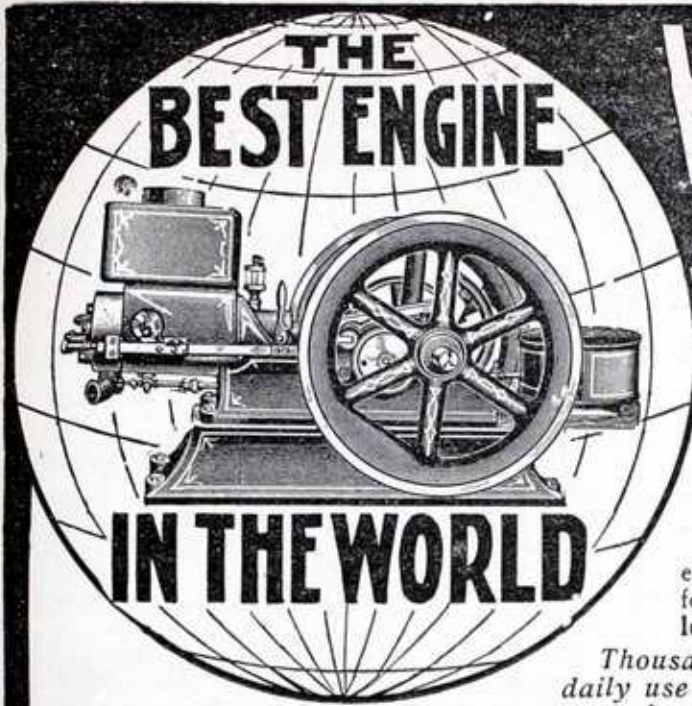
The United States could also sell to Morocco plumbers' supplies, canned goods, furniture, pumps and windmills, lumber, galvanized iron and wire fences, portable houses, horse vehicles, cooking stoves and a number of other articles.

"Automobiles will also stand an excellent chance of successful introduction. The country surrounding the ports on the Atlantic Coast is mostly flat, and until railways are built the motor car is bound to become more and more extensively a means of rapid mechanical locomotion."



## A Yankee in Persia.

**T**HE appointment of Major John N. Merrill, Jr. of Skowhegan, Me., to organize and command a force of 1,000 gendarmes at Shiraz, Persia, for the Governor-General of Fars, to be independent of the Swedish gendarmery but to co-operate



# WATERLOO BOY

Two gold medals, at two International Expositions, in open competition with the leading manufacturers of every nation on the globe. THAT is real proof that the **Waterloo Boy Gasoline Engine** is the best engine built today. And the real importance of this great double victory is the fact that it was won, not by a specially designed engine prepared and primed particularly for this contest, but by a regular Waterloo Boy **TAKEN FROM STOCK**.

Thousands of these engines are in regular daily use on farms all over the world, and many hundreds of **DEALERS** and **JOBBER**

find it to their interest to handle this engine. This supreme make-good quality of the

## Waterloo Boy Gasoline Engine

is built into it—it is best from foundry to testing room. **Best and simplest in material, in workmanship and in many important features of design which are found on no other engine in the world.**

**The Speed Lever** which works like the throttle of a locomotive and regulates the speed while the engine is running, is an **exclusive Waterloo feature**, and it alone adds \$20.00 to \$50.00 to the value of your engine. Many other features are just as important—our patented mixer which does away with the expense and bother of a pump; new type igniter that never misses a spark; automatic fuel regulation making it the cheapest to run; frost proof construction, etc.

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

**The Waterloo Boy is no experiment**—it is the oldest successful farm engine on the market and has made good for over 19 years, in the service of nearly 100,000 farmers all over the civilized world. Built in one of the biggest engine factories in the world, with a capacity of 130 complete engines per day, nearly 40,000 engines per year.

Let the other fellow experiment—you use his experience and buy a **Waterloo Boy** in the first place. **Get the certainty of absolute satisfaction at the lowest price ever made on a reliable engine.**

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with it when required, is a distinct victory for American methods and for that young American officer.

Major Merrill, who is only a little over thirty years of age, went to Persia with Morgan Shuster when that gentleman was appointed to reorganize the finances of the country. When Shuster left Major Merrill was the only one of this American staff to remain. His force was incorporated in the regular gendarmery, but he was given little or nothing to do.

Now he is practically given charge of that portion of Southern Persia which has a worse reputation than probably any country in the world. The district is overrun with outlaws and the British Government, within whose sphere of influence it is included, long ago gave up the attempt to police it.

There is no reason, though, why Major Merrill should not succeed where older men have failed. He has had a thoroughly good training in running down outlaws. As a young man he went to West Point, but failed to qualify in mathematics. He was determined, however, to be a soldier and enlisted as a private in the United States Army.

In time he went to the Philippine Islands with his regiment. There he did the ordinary round of soldiering until his unusual qualifications attracted the attention of his superiors and he was appointed an officer in the Philippine Constabulary. With his command he saw service all over the islands, but particularly in those homes of outlawry Mindanao and the Moro country. From this he entered the Philippine customs service and thus came under the notice of Mr. Shuster, who asked him to accompany him to Persia.

# LA NEW-YORK

## COMPAGNIE D'ASSURANCE SUR LA VIE

	Exercice 1911	Exercice 1912
	Francs	Francs
Assurances nouvelles régularisées. . . . .	913.904.853	1 028.111.606
<small>Production la plus considérable qui ait été réalisée par une seule compagnie dans le monde entier en 1911 et en 1912.</small>		
Assurances régularisées en vigueur . . . . .	10.894.163.029	11.244.983.281
Montant de l'actif . . . . .	3.548.378.388	3.729 622.662
Montant du passif légal . . . . .	3.011.523.375	3.168 621.850
Fonds de réserve de dividendes et de prévoyance . . . . .	536 855.013	561.000.812
Total des recettes de l'exercice. . . . .	583.910 552	616.639.419
Total payé aux détenteurs de polices. . . . .	278.045.515	300.183 653
Avances aux assurés au cours de l'exercice	130.110.337	143.886 453
Dividendes attribués à la clôture de l'exercice . . . . .	60.584.168	79 627.631
Nombre de polices en vigueur . . . . .	<b>1.022.726</b>	<b>1 051.980</b>

### OPERATIONS EN TURQUIE

Assurances en vigueur: 7655 polices montant à. . . . .	Fr. 53.349.661.—
Total des avances effectuées aux assurés au 31 Déc. 1912. . . . .	» 4.511.869.11
Payé en 1912 {	Pour décès . . . . . » 769.074.40
	Pour assurances mixtes arrivées à terme » 159.342.44

Dividendes de 1908 à 1913 sur polices à participation annuelle émises en 1907, avec effet initial en 1906; âge de l'assuré, 30 ans.	1908	1909	1910	1911	1912	1913
	Participation en pourcentage de la prime annuelle.					
Vie entière, prime viagère.	15,59%	17,06%	17,76%	18,29%	29,08% <sup>(1)</sup>	19,73%
Vie entière, vingt primes.	13,81%	15,68%	16,66%	17,35%	28,45% <sup>(1)</sup>	19,42%
Mixte de vingt ans . . . . .	12,53%	14,70%	15,93%	16,73%	28,07% <sup>(1)</sup>	19,26%

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

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## La Houille Américaine dans la Méditerranée

**M.** D. A. THOMAS, le grand propriétaire minier gallois, nie qu'il ait l'intention d'acheter des houillères américaines et d'autre part, malgré les bruits répandus au sujet de la vente de plusieurs mines à un syndicat anglais, il n'y a encore eu aucune confirmation précise de la nouvelle. Cependant les propriétaires de mines pensent que, dans un avenir fort prochain, cette éventualité se réalisera. M. D. A. Thomas est le propriétaire d'une petite mine à Nuttallburg, West Va., d'où proviennent les rumeurs en question. Abstraction faite des acheteurs et des vendeurs possibles, l'opinion générale est que les propriétaires de mines anglais se verront obligés, sous peu, de chercher leur houille en Amérique, afin de pouvoir contenter eux-mêmes les exigences de leurs marchés extérieurs. Pour garder leurs marchés et les étendre, il faudra que les exportateurs anglais de charbon aient recours à des houillères étrangères, et dans cette nécessité réside la quasi-certitude que les mines américaines seront bientôt mises en adjudication.

Les importations de charbon à Naples, pendant l'année 1912, sont estimées comme suit : De la Grande-Bretagne, 771,555 tonnes ; de l'Allemagne, 103,171 tonnes ; des États-Unis d'Amérique, 78,000 tonnes. Le total des différentes espèces de charbon importées durant l'année tout entière était de 967,962 tonnes, c'est-à-dire 76,655 tonnes de plus qu'en 1911. Les importations de 1912 comparées avec celles de 1911 montrent les supériorités suivantes : Charbon



gallois, augmentation de 16,274 tonnes ; charbon allemand, augmentation de 17,248 tonnes ; charbon américain, augmentation de 38,000 tonnes. Toute la houille américaine importée en 1913 avait été achetée par une seule maison, dont les contrats exigeaient une livraison de 150,000 tonnes, mais à cause des taux de frêt anormalement élevés entre l'Amérique et l'Italie, la firme ne put importer la totalité de ses acquisitions. On explique l'accroissement constaté dans les importations de houille américaine en Italie par le fait que les acheteurs italiens préfèrent la qualité uniforme du charbon américain au charbon mixte qui vient des Galles, et que quelques marchands de charbon avaient autrefois l'habitude d'offrir. D'une manière générale, la différence entre les taux de frêt d'Amérique à Naples, et les taux des ports gallois à Naples, est compensée par le coût supérieur f. o. b. du charbon gallois. Le charbon américain, quoique transporté à des taux de frêt plus élevés, aboutit au même prix c. i. f. Naples que les qualités ordinaires de la prétendue houille galloise. Le charbon allemand s'obtient à des prix légèrement inférieurs.

On annonce de Gênes le 7 Novembre 1913 : Une ou deux cargaisons de charbon américain viennent d'arriver. L'une d'elles est destinée à une compagnie maritime, l'autre à la consommation intérieure. Dans le pays, on commence à utiliser la houille américaine, de préférence au charbon de Newport.

Par suite du manque de charbon en Russie, les compagnies de chemin de fer ont demandé l'importation en franchise de douane de 15,100,000 poods (243,550 tonnes) de charbon. Le ministre des Communications a reconnu que cette demande est légitime.

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## Le Cuirassé Argentin "Rivadavia"

LE magnifique dreadnought "Rivadavia", dont nous reproduisons ici la photographie, est le premier des deux vaisseaux de guerre en construction dans les chantiers américains, pour le compte de la Marine Argentine.

Les caractéristiques de ces superbes bâtiments sont les suivantes :

Longueur, 586 pieds ; largeur, 98 pieds, déplacement avec plein chargement, environ 31,000 tonnes.

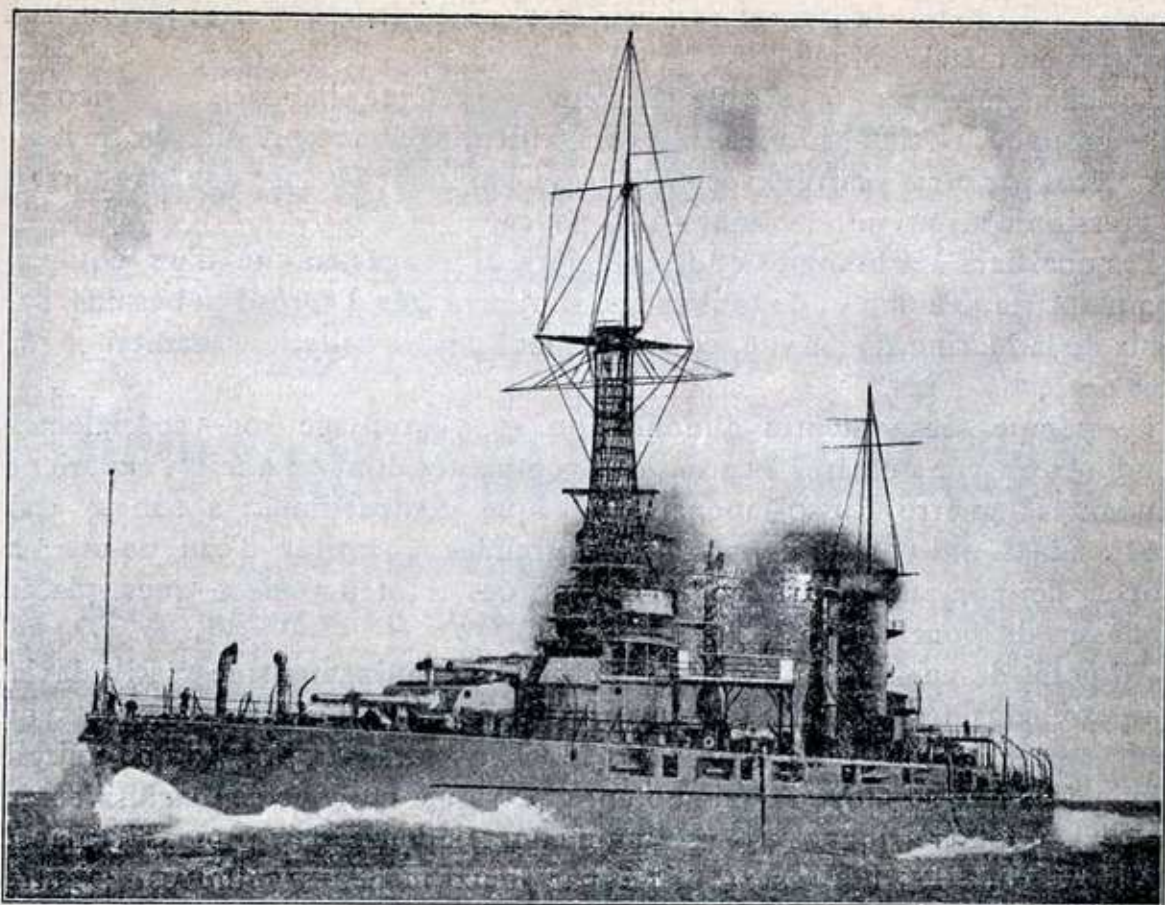
La vitesse maximum préconisée est de 22 1/2 nœuds, à un tirant d'eau représentant un poids de 27,000 tonnes, soit avec plein armement, et 1,600 tonnes de charbon (environ 40 % du chargement maximum). L'armement principal consiste en 12 canons à culasse, de 12 pouces, 50 calibres chacun montés à l'avant et à l'arrière du navire, dans des tourelles superposées, placées sur l'axe, et au milieu du bateau, en deux tourelles placées en échelon. Une citadelle à casemates contient 12 pièces de 6 pouces, 50 calibres, et sur le pont supérieur se trouvent 16 pièces de 4 pouces, à tir rapide, groupées pour feu de salve, destinées à repousser les attaques nocturnes des torpilleurs. Le "Rivadavia" est muni aussi de deux tubes lance-torpilles, submergés, à chargement latéral, prenant le type le plus perfectionné des torpilles "Whitehead", 6, 3 mètres  $\times$  21 pouces, dont douze sont contenues en réserve dans les magasins.

Les tourelles sont protégées sur le devant par un blindage de 12 pouces d'épaisseur.

La cuirasse a une épaisseur de 12 pouces sur la moitié de la longueur de la ceinture principale, diminuant jusqu'à 10 et 7 pouces. Le blindage des casemates est de 9 pouces ; celui du casemate supérieur, protégeant les pièces de 6 pouces montées dans la citadelle, est de 6 pouces. Le blindage des barbetstes diminue de 9 pouces jusqu'à 4 pouces. La protection contre les mines et les torpilles est assurée par une troisième coque d'acier-nickel, de l'épaisseur d'un pouce.

Les dispositions intérieures du "Rivadavia" se conforment en général au système italien bien connu, qui consiste à placer les machines motrices au centre du navire, les chaudières étant groupées, en nombres égaux, dans des chambres séparées à l'avant et en arrière de la chambre des machines. Cet arrangement, tout en étant une garantie contre de grandes variations de l'arrimage du vaisseau, a en outre l'avantage de séparer en deux groupes les organes vitaux.

Un trait peu commun qui caractérise ce navire est le filet pare-torpilleurs, qui se tient à une distance de 30 pieds de la coque ; c'est, d'après nos renseignements, la première fois que ce dispositif se trouve appliqué à un navire construit dans les Etats-Unis. Ce filet, et les bouts-dehors qui le soutiennent, proviennent des chantiers de MM. John A. Roebling's Sons Co. de Trenton, N. J. Il est d'une maille perfectionnée, et enveloppe le navire presque jusqu'aux deux bouts. Une protection de cette étendue est peu ordinaire : généra-



**LE CUIRASSÉ ARGENTIN "RIVADAVIA"**

lement, la protection ne s'étend pas aux extrémités avant et arrière d'un navire de guerre, malgré que la seconde surtout semble devoir être l'objet d'une protection spéciale contre les torpilles.

Les machines accessoires sont du type le plus perfectionné et le plus économique possible ; les pompes sont pour la plupart du type bien connu "Weir" les générateurs du type turbine fabriqué par le "General Electric Company" ; de Schenectady, N. Y. Outre ces deux installations de 250 K. W. chacune, il y a un générateur auxiliaire actionné par un moteur à pétrole lourd, pour le service de port.

Les machines propulsives se composent de trois groupes indépendants de turbines "Curtis", à impulsion et réaction combinées, la turbine à marche arrière étant contenue dans la même enveloppe. Ces turbines, comme il a été déjà dit, sont installées au milieu du bateau en trois compartiments étanches, et doivent développer une puissance de 12,000 chevaux sur chacun des trois arbres à une vitesse de 275 tours par minute. La puissance développée en marche arrière est de 60 % de celle fournie en marche avant. Toute l'ingéniosité de la disposition de ces turbines se comprendra, lorsque nous aurons dit qu'on a trouvé moyen d'aménager cette énorme puissance dans un espace long de 48 pieds seulement, résultat qu'on croit irréalisable avec n'importe quel autre type de turbine. Les condensateurs principaux consistent en trois "uniflex", type "Weir", supplémentés par trois condensateurs auxiliaires du même type. Les trois hélices, de type composé, sont chacune à trois lames

et ont un diamètre d'environ 13 pieds par 10 pieds de portée; elles sont moulées en métal "Monel".

Les chaudières, au nombre de 18, sont du système Babcock & Wilcox, à tube groupées en six chambres. Elles travaillent avec une pression normale de 300 livres par pouce carré, avec 50 degrés Centigrade de sur-chauffage lorsque la pression d'air est au maximum d'un pouce.

Les quartiers des hommes et des officiers, aménagés en vue d'un équipage comptant 1,200 hommes de tous rangs, sont arrangés d'après les besoins spéciaux de la Marine Argentine, et contiennent des installations sanitaires des plus perfectionnées.

Les pompes, les systèmes d'inondation et d'égouttage sont spécialement combinés en vue de parer à certaines éventualités dont on a fait l'expérience pendant la guerre Russo-Japonaise. Chaque compartiment a son système indépendant, qui permet de manier de grandes quantités d'eau de mer au moyen de pompes centrifuge mues par des moteurs électriques placées au-dessus du pont blindé.

Au point de vue de son installation et de son équipement, le "Rivadavia" peut être considéré comme un des cuirassés de ligne les plus complets qui aient jamais été construits. En plus du blockhaus ordinaire, il y a une tourelle blindée, opérée au moyen d'un moteur électrique, et affectée exclusivement au service télémétrique; elle est munie du télémètre de 15 pieds, "Bar & Stroud", dont le tube est protégé par deux manches blindées. D'autres télémètres, de la même marque, sont installés sur une plateforme devant la

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Notre photographie montre le "Rivadavia" marchant à la vitesse garantie de 22  $\frac{1}{2}$  nœuds, pendant ses essais officiels sur le parcours gouvernemental à Rockland, Maine. Pendant ces essais, la puissance développée a coïncidé presque exactement avec les prévisions, tandis que la vitesse garantie a été légèrement dépassée, ce qui prouve la précision des méthodes scientifiques de computation de puissance actuellement en vigueur, même lorsqu'il s'agit de bâtiments ultra-modernes et de grandes proportions comme le "Rivadavia".

Les constructeurs de ce splendide navire, la Fore River Shipbuilding Corporation, Quincy, Massachusetts, ont droit à toutes les félicitations pour l'excellence de leurs plans, la perfection de l'outillage et la haute qualité du

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travail et du matériel. Le ministre de la Marine Américaine a introduit plusieurs perfectionnements réalisés par le "Rivadavia" dans les plans de ses propres vaisseaux. C'est là une preuve concluante que nos armateurs privés égalent— sinon surpassent— les créations des armateurs d'Etat. Pendant la construction du navire, une commission navale argentine, spécialement nommée, surveilla les travaux.

Le second cuirassé, le "Moreno", encore sur les chantiers de la New York Shipbuilding Company, Camden, New Jersey, sera bientôt terminé, et la République Argentine en prendra prochainement livraison. Les stipulations du cahier des charges furent plus sévères même que celles généralement exigées par le gouvernement des Etats-Unis dans des cas analogues.

Le prix de chaque vaisseau est de £ 2,189,000; la Fore River Shipbuilding Corporation ayant obtenu le contrat pour les deux navires, en adjudication avec des maisons anglaises, allemandes, françaises et italiennes céda la concession du "Moreno" à la New York Shipbuilding Company.

L'artillerie des deux cuirassés provient de la Bethlehem Steel Company, South Bethlehem, Pennsylvania, et les épreuves de tir satisfaisantes du "Rivadavia" prouvent hautement l'excellence de la fabrication américaine. Le contrat stipulait que les améliorations techniques les plus récentes seraient apportées dans la construction des deux vaisseaux de guerre, et la manière libérale dont ce programme a été exécuté, augure bien pour l'avenir des armateurs américains, au point de vue des commandes étrangères.

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HIS EXCELLENCY SULEIMAN EFFENDI EL-BUSTANI,  
OTTOMAN MINISTER OF COMMERCE AND AGRICULTURE

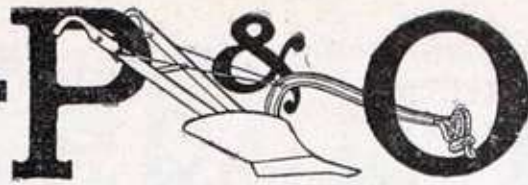
### Possibility of Raising Turkish Tobacco in America.

(Consul General G. Bie Ravndal in DAILY  
CONSULAR AND TRADE REPORTS, Nov. 7, 1913.)

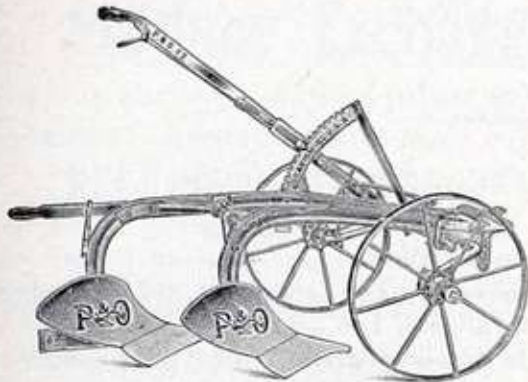
**D**URING the last few years, the consumption of Turkish cigarettes has so increased in the United States that today there are more Turkish cigarettes put together than all kinds of cigarettes six to eight years ago. Cigarettes appear to be taking the place of cigars, and it is believed that at present some 12,000,000,000 cigarettes are smoked in the United States in a year.

Several American companies are established in Turkey and in the

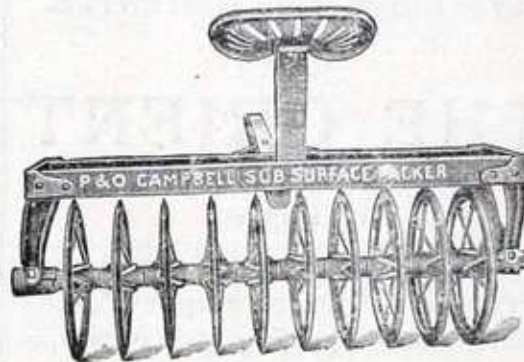
European territory held by Turkey before the recent war, for the purpose of buying local tobacco. About 22 native Americans, mostly from the Southern States, have become residents for this purpose. Their headquarters are at Cavalla in Macedonia. Offices and warehouses are also maintained at Smyrna, Samsoun, Xanthi, Saloniki, Serres, Ismid, Athens, and Souchoum, Russia. There are about 1750 employees on the pay roll at Cavalla, 1000 at Xanthi, 1000 at Smyrna, 800 at Samsoun, 250 at Ismid, 200 at Saloniki, etc. For the last three calendar years the exports of tobacco to America have reached the following totals: 1910, \$5,902,643; 1911, \$8,620,324; 1912, \$10,010,952. Amer-



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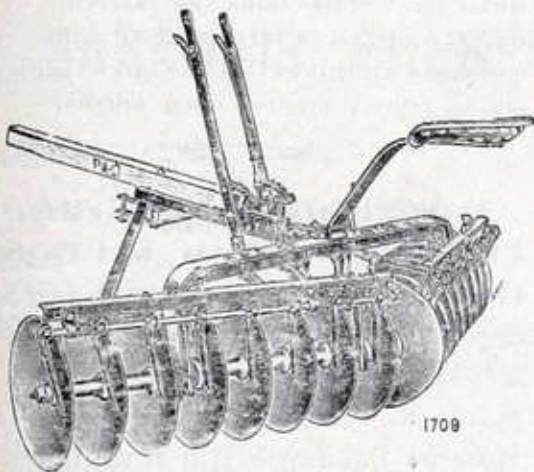


SUB-SURFACE PACKER

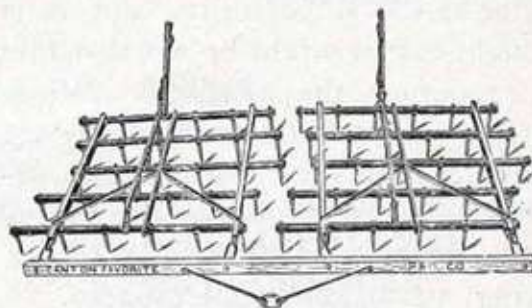
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**Service Maritime entre Odessa et New York.** — Le numéro de novembre 1913 du SHIPPING ILLUSTRATED annonce derechef l'inauguration d'une nouvelle ligne de bateaux de frêt et d'émigration entre Odessa et New York, qui aura lieu après le premier janvier, 1914.

## Exportation Américaine

**M.** H. A. Wheeler, Président de la Chambre de Commerce des Etats-Unis d'Amérique, dans une longue entrevue publiée par le NEW YORK WORLD Décembre 21, 1913, explique en détail les multiples buts de cette association. Au sujet du commerce étranger, il s'est exprimé comme suit :

“ Un autre champ d'action dans lequel nous espérons accomplir un travail considérable, est celui de notre commerce étranger. Les conditions qui ont favorisé le développement de nos productions américaines exemptèrent jusqu'ici la majorité de nos fabricants d'une certaine nécessité : celle de l'étude minutieuse et étendue des marchés étrangers. Malgré le chiffre énorme de nos exportations fabriquées, c'est seulement depuis quelques années que notre commerce étranger représente autre chose que le surcroît de notre commerce intérieur. Actuellement, les marchés étrangers doivent être considérés comme l'Eldorado de notre population industrielle. Mais nous ne pourrons jouir de cette terre promise que si nous nous décidons à prendre les mesures indispensables pour y assurer notre entrée.”



### Participation officielle de l'Empire Ottoman à l'Exposition Panama-Pacifique.

— Nous apprenons que la Turquie a signifié son intention à participer officiellement à l'Exposition Internationale Panama-Pacifique, qui aura lieu à San Francisco en 1915, et que Son Excellence Suleiman el-Bustani Effendi vient de conclure le contrat pour la construction de la Section Ottomane. Djelal Bey, Consul-General de l'Empire Ottoman à New York a été nommé Commissaire par le Gouvernement Impérial et M. Vahan Cardashian de 55 Liberty Street, New York, Commissaire-Adjoint et Directeur Exécutif.

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**WRITE FOR PARTICULARS.**

## Le Nouvel Ambassadeur des Etats-Unis d'Amérique en Turquie.

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**M.** HENRY MORGENTHAU, dont le dernier numéro de la LEVANT TRADE REVIEW annonça la nomination au poste d'ambassadeur des Etats-Unis d'Amérique en Turquie, a déjà assumé sa nouvelle charge et a été officiellement reçu par Sa Majesté Impériale le Sultan.

En présentant à Sa Majesté Impériale ses lettres de créance, M. Morgenthau fit expressément allusion aux intérêts commerciaux américains dans l'Empire Ottoman, établissant ainsi un précédent qui augure bien pour l'avenir.

On peut être sûr que M. Morgenthau saura défendre et faire aboutir tous les légitimes intérêts américains dans l'Empire; mais il est en même temps résolu de ne point négliger ceux d'une nature commerciale et financière. A vrai dire, il a la ferme intention de les maintenir au premier rang, et, sans nul doute, à ce sujet, se créera à lui-même une réputation spéciale.

Aujourd'hui surtout, sous le régime de la nouvelle loi sur les tarifs — loi qui réduit les droits de douane sur les importations en Amérique, et qui ouvre librement les marchés américains au commerce international — les représentants de l'Amérique à l'étranger ont plus que jamais le devoir de veiller efficacement sur les intérêts commerciaux des Etats-Unis. L'Amérique est loin de craindre une compétition qu'elle a elle-même provoqué, mais le nouveau régime obligera les Américains, aussi bien chez eux qu'à l'étranger, à être alertes et sur leurs gardes,

En dernière analyse, les nouvelles conditions économiques existant actuellement dans les Etats-Unis, forceront les fabricants, les banquiers et les commerçants américains à se maintenir à la hauteur du mouvement progressif contemporain. Elles donneront par conséquent, une impulsion puissante à l'industrie et au commerce, et on peut raisonnablement croire que la marine marchande américaine se développera et que des banques américaines seront établies dans les pays étrangers. Le Président Wilson aurait dit à ce propos que "l'accroissement futur de nos grandes industries s'accomplira au-delà des mers".

M. Leishman, jadis ambassadeur à Constantinople, rendit un service au commerce américain pendant le temps de sa mission ici, en obtenant du gouvernement ottoman le droit d'importation des huiles de coton américaines. Ce fut là le point de départ d'un mouvement qui, indubitablement, acquerra un très considérable développement pendant que M. Morgenthau dirigera les affaires américaines en Turquie. Notre nouvel ambassadeur a donné une chaleureuse approbation à la CHAMBRE DE COMMERCE AMÉRICAINE POUR LE LEVANT, et l'avenir de celle-ci, au point de vue de son utilité plus grande, semble meilleure que jamais.

A ce sujet, nous rappelons les paroles de David Jayne Hill, ambassadeur des Etats-Unis d'Amérique en Allemagne. "Les jours où la rivalité commerciale des nations signifiait l'hostilité sont disparus; aujourd'hui, le commerce international signifie l'amitié internationale."



HIS EXCELLENCY HENRY MORGENTHAU  
AMBASSADOR EXTRAORDINARY AND PLENIPOTENTIARY  
OF THE UNITED STATES OF AMERICA TO TURKEY,

Par profession M. Morgenthau est avocat, mais il est encore mieux connu à New York comme homme d'affaires. Il est le président ou le directeur de nombreux établissements de commerce et de crédit dans la métropole de la grande République d'Outre-Mer. M. Morgenthau, cependant s'occupe énergiquement, en dehors des affaires, de questions académiques et de philanthropie. Il détient le grade honorifique de L.L.B., qui lui fut conféré par l'Université de Colombie, et c'est un partisan convaincu des sports en plein air.

LA CHAMBRE DE COMMERCE AMÉRICAINE POUR LE LEVANT tient à exprimer ici, au nouvel ambassadeur des Etats-Unis en Turquie, ses vœux de bienvenue les plus respectueux et les plus cordiaux.

## The American Flag Will Return.

(From MADE IN U. S. A.)

AMERICAN merchants were the first private ship-owners to engage directly in trade with China and the Far East, without the support of a great corporation or monopoly. The American China fleet, which dates from 1734, developed and maintained for a century the largest and fastest sailing ships in the world.

Under the treaty policy of "equality and reciprocity" American shipping grew steadily until in the period 1850-60 about one-third of the merchant tonnage of the world was under the American flag.

The first successful steamboat, Robert Fulton's CLERMONT, was built in the United States in 1807.

The first regular steamship line in international trade was established under the American flag, from New York to Cuba, 1820.

The first steamship to cross the Atlantic was the Savannah, 1819, which was built in the United States and sailed the American flag.

In the first twenty years of regular transatlantic steam navigation, 1840-60, the largest and fastest ships were built in the United States and were sailed by American companies.

In the same period, 1840-60, the steam tonnage of the United States was far in excess of that of England or any other country.

The American merchant flag, once supreme on the seven seas, is seen no more in a thousand ports whose commerce it proudly shared. The American merchant has lost his knowledge of the mystery of the sea, the American boy no longer dreams of life before the mast. The sky is dark and threatening to the one lonely steam freight carrier which bears the stars and stripes across the vast Pacific; nor has a corporation backed by the resources of the banking house of Morgan been able to earn dividends from the one surviving American line across the Atlantic.

Bear with us yet a little, Brothers of the Sea! Yet a little more house-cleaning in our national affairs, and we shall be able to resume an honorable share in the world's commerce.

## Increased Exports of Manganese from the Caucasus.

(Consul Leslie A. Davis, Batum)

NOTWITHSTANDING the strike of workmen and the Balkan War the exports of manganese ore from Tchiatouri have greatly increased this year. During the first seven months they totaled 632,941 tons, an increase of 102,735 tons over a like period in 1912. Exports of Cau-



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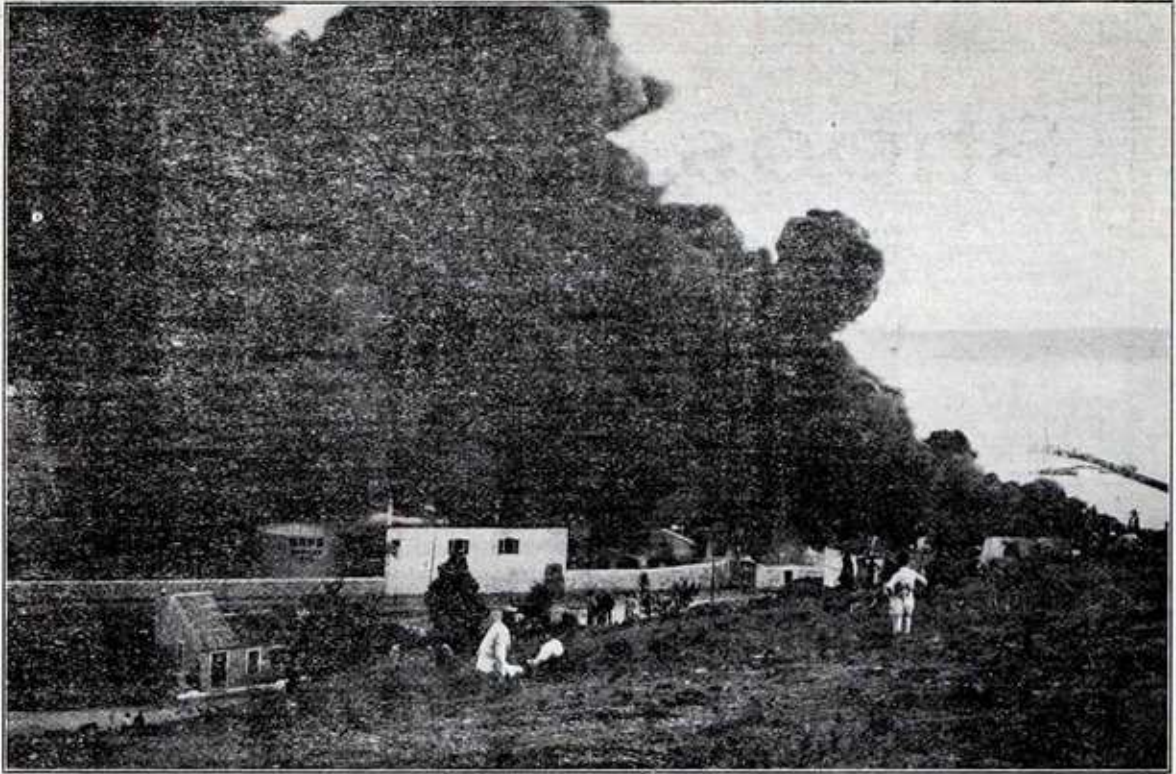
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**FILS D'ASLAN FRESCO,**

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**CONSTANTINOPLE.**



**THE BURNING OF THE STANDARD OIL CO'S DEPOTS  
AT AGHIA TRIATHA, SMYRNA, TURKEY.**

casus manganese ore through the ports of Poti and Batum during the seven months aggregated 581,334 tons, an increase of 14.2 per cent. over the similar period last year. Germany took the largest quantity (230,607 tons), followed by Great Britain (142,024 tons), the United States (84,402 tons, or 36,033 tons more than in the seven months of 1912), Belgium (79,509 tons), France (18,576 tons), and Austria Hungary (18,496 tons).

### **Direct Dealings.**

ONE of the prominent objects of our Chamber is to encourage direct relations and direct dealings between the American manufacturers and the commission agents in the Near East. We wish to be independent of Hamburg and Liverpool, and this in

the interest of American trade expansion. We have agents out here just as active and just as honest as those in Western Europe. Direct transactions mean lower prices and more business. In consequence they mean better steamship and banking facilities.

This point has been realized in Russia, and we learn from Berlin that the plan to organize an American Chamber of Commerce in St. Petersburg has attracted much attention from German business men, who see in it a systematic effort to eliminate Germany from its present position as intermediary of the trade between Russia and the United States.

Most of Russia's imports from America are first sent to Hamburg and Bremen, whence they are transhipped to Riga and St. Petersburg.

## Travaux Agricoles Américains dans le Levant.

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DANS le dernier numéro d'AL-KULLIYEH, l'organe du Collège Protestant de Syrie, (Beirut), le Président, le Révérend H. S. Bliss, D. D., s'exprime en ces termes.

“Les Administrateurs du Collège (à New York) viennent d'autoriser la Faculté à fonder ici un cours agricole à partir d'Octobre 1914. Cette décision fut prise après lecture d'un exposé sur la nécessité de développer certaines branches d'études déjà existantes, et de mettre enfin à exécution l'approbation donnée depuis longtemps — mais rien qu'en principe —

au projet de créer un cours d'agriculture. La Faculté s'occupe actuellement des détails de ce nouveau cours et AL-KULLIYEH en publiera plus tard le programme. On pense que ces études permettront à un nombre considérable de jeunes gens de se préparer efficacement aux travaux d'ingénieurs agricoles dont le besoin apparaît si grand, à cette heure, en Turquie et en Proche-Orient.” La LEVANT TRADE REVIEW espère vivement que les autres collèges américains en Turquie suivront l'exemple du Collège Protestant de Syrie et consacreront une attention particulière à ces améliorations agricoles desquelles dépendent, en dernière analyse, le progrès et l'élévation d'une nation tout entière, qu'il s'agisse indifféremment de la Turquie, de la Roumanie, de l'Égypte, de la Bulgarie, de la Serbie ou de la Grèce.

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

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## The Alum Production of Shabin Kara-Hissar.

by LEWIS HECK, American Deputy Consul-General.

---

**T**HE small city of some 13,000 inhabitants in the eastern part of the Vilayet of Sivas that bears the official name of Kara Hissar Sharki, or Eastern Kara Hissar, is generally known on maps and in common conversation as "Shabin Kara Hissar" (Shab meaning alum). It seems certain that the alum workings within a short distance from the town have been in operation for at least 300 years, and have given the designation of "Shabin" to the town, just as Afion (opium) Kara Hissar in Western Anatolia, and a small town called Develi (place of camels) Kara Hissar near Cesarea, have acquired their names through some special feature in the regions in which they are situated. The term "Kara Hissar" is applied to a peculiar outcropping of a blackish rock in the form of a tall peak or mountain that exists near each of these three towns. The hill against the sloping of which Shabin Kara Hissar is built is surrounded by a well preserved masonry tower and fortress that must have been very strong in the days of mediaeval warfare.

The writer was recently able to visit the alum workings at a village called Goynyk, about two hours ride from Kara Hissar along the road which leads to Kerassund. There is a plentiful supply of the rock or raw material, as the operations so far have been primitive, and only the face of the hillside has been dug out and reduced. The alum bearing rock is brightly colored, usually with a pinkish or red tinge, and the waste from the Goynyk workings flows down to a small stream along the roadside, to whose waters it gives a pinkish white and opaque color, incidentally killing all the brook trout that happen to venture into the stained water from the higher part of the stream.

At this particular spot the operations are conducted by Greeks from the nearby villages. Wood is used for fuel, and they have gradually denuded the surrounding mountains, until now they have to bring wood from relatively long distances. The process of extraction is briefly as follows: The rock or ore is first roasted, and then broken into small pieces which are very light because of the chemical elements which have been burned out. Fifty horse loads of 100 okes each (282 lbs) of wood are required to burn 10 tons of stone in the furnace. The broken rock is then placed in open pits and allowed to be exposed to the rain and weather for a whole winter, during which time it becomes something like slacked lime, crumbling easily and becoming finely granulated. In this state it is boiled with water in a large cauldron, the stone and waste matter being gradually taken out as it is stirred. Having been sufficiently boiled, the now almost clear liquid is placed in cooling tanks that are made of masonry. In the course of a few days the alum crystallizes around the sides of these tanks to a thickness varying from 6 to 9 inches. The process is then complete, and it is ready to be broken into smaller pieces and sent to market. A portion of the alum sinks to the

**PROTOPAZZI BROS S. A. STASSINOPULO**

LONDON E. C.

SMYRNA.

Telegraphic Address:  
**PROTOPAZZI,**  
 London.

Sole Award, Chicago, 1893,  
 Gold Medal, Brussels, 1893,  
 Gold Medal, Athens, 1903.

Telegraphic Address:  
**STASSINOPULO,**  
 Smyrna.

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 Patentees of the Celebrated "Protoben" Figs

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ESTABLISHED 1811

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**P. ELMASSIAN** (INVENTOR)

TRADE



MARK.

BRANCHES: *Dardanelles* — C. Whittall & Co. — *Dardanelles Agency.**Mersina* — C. Whittall & Co. — *Mersina Agency.*AGENCIES: *West Coast of Asia Minor & Crete.***BANKERS IN ENGLAND**

THE COMMERCIAL BANK OF SCOTLAND LIMITED-LONDON.

bottom of the tanks, and when this portion has been boiled a second time it produces a better quality, but the great bulk of the output is boiled only once.

From a reliable source it is learned that the annual production of alum in this region is from two to three thousand tons. The alum extracted at this village of Goynyk is said to be the strongest and most concentrated. Other workings are at Gotadza and Geljese.

Besides local consumption, large quantities of alum are shipped to Harput, Diarbekir, and other regions farther inland. There seems to be no exportation to foreign countries. Its principal uses are connected with the dyeing of cloth and yarn, preparing leather, for medicinal purposes, etc. Not the least important use is as a charm, a triangular piece of alum being placed in a case made of silver or blue beads, etc., and worn about the neck of both human beings and animals. Its price at the mine is about 5 to 7 piasters (21 to 30 cents) per batman (6 okes or about 17 lbs), while in the market of Kara Hissar it retails for about 9 piasters a batman (39 cts.).

The future of this small industry depends largely upon improved methods of extraction, such as the use of coal for fuel, and upon a wider and more profitable market. The first improvement can be easily secured, as at Goynyk there are plentiful untouched supplies of coal within a few hundred yards of the workings. The latter is dependent upon better transportation facilities, like so many other potential industries of those parts of Asia Minor which have neither railways nor even good wagon roads.

At a future date the writer hopes to present a report on the rich mineral resources of the county all around Kara Hissar, where not only silver, lead, zinc, etc., are said to exist in large quantities, but also what is more important

## **COMMERCIAL OTTOMAN BANK**

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**HEAD OFFICE: Constantinople (Stamboul) Dilsiz Zadé Han.**

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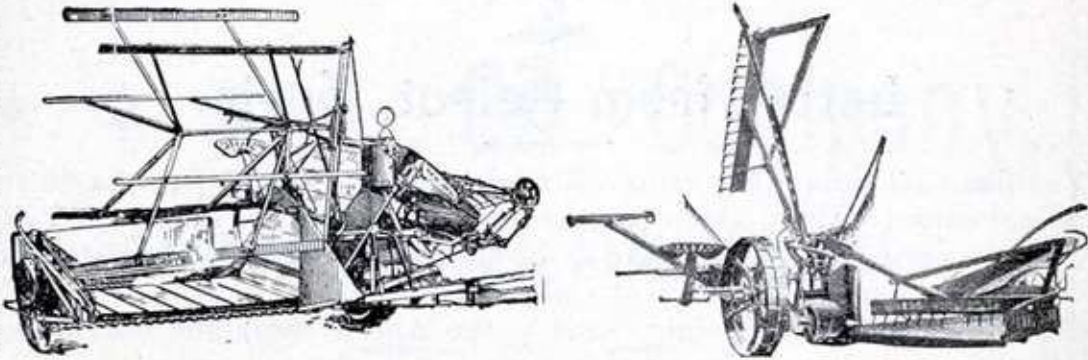
Discount and collection of bills. — Opening of current accounts. — Advances upon shares, securities, bonds and merchandise. — Deposits at sight and for fixed periods. — Purchase and sale of checks and bills payable in Turkey and in foreign countries. — Issuance of Letters of Credit and telegraphic transfers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

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 c/o W<sup>M</sup> F. YESLIN,  
 Ferdinandstr. 5,  
**HAMBURG, 1.**

and more valuable coal and iron are found in close proximity to each other. Capital, transportation facilities, and enterprise are apparently all that is needed to transform this now simply agricultural and pastoral region into an important mining and industrial center.

*Kara Hissar Sharki, Dec. 20, 1913.*



## Letter from Beirut, Syria.

**T**HE financial situation is rather difficult owing to the low prices on sugar and cotton. Many speculators are to be counted in Beirut, and in the last fortnight large sums had to be sent to cover the losses sustained by the speculators, leaving a stringent situation.

Emigration is daily increasing owing to the lack of work and the difficulty of finding employment in the whole country.

The olive crop is excellent this year, and the olive trees are yielding double in comparison with past seasons.

Imports from the United States are increasing comparatively this year. On the contrary the exports are very much decreasing owing to the scarcity of orders for the handmade Irish crochet Syrian cotton lace, the use of which has lately been going out of fashion in the United States.

Respectfully submitted,  
Jos. B. Audi.

Beirut, December 16, 1913.

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Iron Frame Upper Runner  
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Our line consists of Roller Mills (Double, Two and Three High) Sieve Bolters Scourers, Separators, Dust Collectors, Purifiers, Reels (Round, Hexagon and Octagon) Bran Dusters, Packers, etc., etc.

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MILLING ENGINEERS,

MUNCY, Pa., U.S.A.



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Neither Roumania nor Bulgaria as yet has any Consular representative in the United States of America.

# DEUTSCHE ORIENTBANK A.G.

SOCIÉTÉ ANONYME ALLEMANDE

au CAPITAL de Mk. 32,000,000 (Francs 40,000,000.)

Fondée par

Dresdner Bank, A. Schaaffhausen'scher Bankverein  
et Nationalbank für Deutschland.

BERLIN, HAMBOURG, CONSTANTINOPLE, ANDRINOPLE,  
DÉDÉAGHATCH, BROUSSE, MERSINE, ADANA, ALEP, ALEXANDRIE,  
LE CAIRE, MINIEH, MANSOURAH,  
TANTAH, BENI-SOUËF, TANGER, CASABLANCA.

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

## PERSONALIA.

A commission, appointed by President Wilson and consisting of Messrs. Walter P. Andrews of Georgia, Commissioner General, Thomas Rees of Illinois, and Colvin B. Brown of California, Commissioners, are visiting the countries bordering on the Mediterranean and the Balkans States for the purpose of supporting the President's invitation to these countries to participate in the Panama-Pacific International Exposition.

Frank C. Clark, the renowned American tourist agent (Times Building, New York) is carrying out, in the spring of 1914, his 16th annual cruise to the Mediterranean. For this purpose he has chartered the S. S. Rotterdam, which will be the largest

vessel ever seen in the Mediterranean. She will carry 816 American tourists. They are due in Piraeus February 19th, Constantinople February 22, Haifa February 26, Alexandria March 3.

M. J. Early of the Johnston Harvester Co., Batavia, N. Y., whose advertisement appears elsewhere in LEVANT TRADE REVIEW, recently passed through Constantinople on a mission of business and recreation combined.

Jerry Sullivan, travelling representative of Messrs. Spencer, Turner & Co., exporters of cotton goods, New York City, spent some days in Constantinople on his way back to America from Australia and India. During his brief stay here, Mr. Sullivan gained

numerous friends for himself and for his firm. He strikes us as the ideal American commercial traveller.

§

Ralph F. Chesbrough, recently appointed Vice and Deputy Consul General at Beirut, passed through Constantinople en route from America to his new post. LEVANT TRADE REVIEW extends to him its best wishes for success and happiness in his important work in Syria.

§

Leland B. Morris, whose appointment as Vice a Deputy Consul General in Smyrna was noted in the September issue of LEVANT TRADE REVIEW called at the headquarters of the Chamber on his way from New York to Smyrna. We would offer him our sincere felicitations on his promotion.

§

C. H. Cruikshank, travelling representative of Chipman Limited, 8-10 Bridge Street, New York, called at the headquarters of the Chamber on his way to India and the Far East. Chipman Limited are members of THE AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT and are establishing connections in the Levant. They have branch offices in Australia, South America, Mexico, Cuba and Europe. Messrs. Chipman Limited represent a considerable number of prominent American manufacturers in various lines.

§

Janik Divatsian, B. A. C. E., formerly connected with the Trussed Concrete Steel Co. of Detroit, Michigan, has come to the East to act as Superintendent of the Engineering Department of the AMERICAN LEVANT AGENCY in Constantinople which was organized in 1911 by Mr. Jules Fresco.

# DEUTSCHE BANK.

Head Office: BERLIN.

*Branches and Correspondents in all the principal cities of Germany and Abroad*

**FOREIGN BRANCHES AT  
LONDON, BRUSSELS AND CONSTANTINOPLE.**

Capital Fully Paid	- - - - -	M 200,000,000
Reserves	- - - - -	M 107,000,000

Dividends during the last ten years:  
11, 11, 11, 12, 12, 12, 12, 12<sup>1/2</sup>, 12<sup>1/2</sup> per cent.

Constantinople Branch:

## DEUTSCHE BANK Filiale Konstantinopel.

Chief Constantinople Office: 25-37, RUE VOIVODA, GALATA.

Branch Office at Stamboul: BASMADJIAN HAN, RUE ACHIR EFFENDI, KUTUB HANÉ.

The DEUTSCHE BANK Filiale Konstantinopel transacts Banking Business of every description, upon terms to be ascertained at its Offices.

At the Galata Office, Strong Rooms, fitted with the latest improvements as regards safety, and convenience, are provided for the Deposit of Valuables and Securities.

**SPECIAL ROOMS AND EVERY FACILITY FOR FOREIGNERS VISITING TURKEY.**

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*Galata, Omar Abid Han,*

**CONSTANTINOPLE.**

*Representatives of first class firms  
in America and Europe.*

## **IMPORTERS** of

American Oleo Oil, Cottonseed Oil, and all kinds of Edible and Industrial Oils, Tallows and Greases.—French, American and Canadian Flour.—Provisions and Packed Goods. Rubber and Leather Goods. Boots and Shoes. All articles pertaining to Industries & Marine, etc.

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Gums, Seeds and other products of the Turkish Empire.

First Class Trade References  
in Europe in America.

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"AVEDIKIAN SMYRNA"

ESTABLISHED 1848.

# AVEDIKIAN FRÈRES

**COMMISSION MERCHANTS  
AND IMPORTERS**

Chief Office : SMYRNA.

Branch-House : CANDIA, CRETE,  
and in the principal towns of  
ASIA MINOR.

## The Past Year and the Outlook.

**I**MPORTANT and interesting speeches were made in London, November 27th, at the annual dinner of the Institute of Directors by Sidney Buxton, a member of the Cabinet and head of the British Board of Trade, and also by Sir Felix Schuster.

The latter said that to those who had been engaged in commercial pursuits—and, indeed, to everyone—the year which was now rapidly advancing to its close had been an anxious one. Twelve months ago there had been some reason for hoping that the war which had broken out in the east of Europe would soon be terminated, but that hope had been disappointed, and the conditions ensuing had produced a great strain on the whole of Europe. However, the deep desire of the great powers and their manifest wish, while maintaining their own rights, to respect those of others, together with the better understanding of each other's aims, had, under the able guidance of Sir Edward Grey, saved them from the greatest calamity which could have befallen them. The removal of doubt and misapprehension thus effected must be of bright augury for the future. Outside Europe, trouble in China and Mexico had arisen, and it was not surprising that those events had reflected themselves on the money markets of the world, and it seemed to him a matter for congratulation that the effect of the strain had been stood so well. The war had produced not only great expenditure, but a considerable amount of hoarding of money on the part of the public, and thus great demands had been thrown especially on the London money market, and its rate of interest had been raised and a further general depreciation in the value of securities had been brought about. He could not altogether agree with a recent saying that capital had been on strike. It could hardly be maintained that capital had been idle or unemployed, but there

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Nestle & Anglo Swiss Condensed Milk Co., etc. etc.  
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### BANKERS:

**Lloyd's Bank.—Banque de Salonique.**

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# Oriental Skin Company, Limited

## CONSTANTINOPLE

Telegraphic Address: "OSCO"

### DIRECTORS:

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

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

Pickling Factory at Yédikoulé.

# PARSEGH G. ESSEFIAN

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Established 1892

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*Wholesale Exporter of*

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SHEEP CASINGS, OPIUM, WOOL

**BANKERS**

**Imperial Ottoman Bank**

was more work for capital than it could undertake in a world which was developing at an unprecedented rate. Great works like the Panama Canal and the great trans-continental railways of Canada, etc., were making heavy demands on the money market and had not yet reached the productive stage. When they got to that stage he thought the benefit of those huge undertakings would be reaped. There were now certain signs which appeared to indicate that a reaction was about to set in, and the prospect for next year's trade seemed hardly to be so promising. In Germany one heard of lessened trade and unemployment, although so far reports in Britain were highly satisfactory. In the United States reports showed that the outlook for trade was not considered very promising. One heard from many quarters in the United Kingdom that, while trade was still active, new orders were slow in coming in. For all that he could not help feeling that if only peace—industrial and international—were main-

tained the reaction need not be of long duration, for the development in the newer countries was so rapid that ample means of opening up new markets would be afforded.

## Italian S. S. Freight Line.

WITH the arrival in New York Dec. 6th of the steamship Dundrennan an interesting experiment in independent shipping has been brought nearly to completion.

The promoters of the enterprise have derived so much encouragement that it is intended to follow up the sailing by establishing a regular half-monthly service between Italy and New York and Boston.

Some Italian merchants of New York importers and manufacturers, complaining of the high freight rates prevailing in the Mediterranean shipping trade, decided to charter a



vessel themselves and import a cargo of Italian merchandise.

The vessel obtained for the purpose, the Dundrennan, of considerable tonnage, was loaded at Messina and Palermo with 30,000 boxes of lemons for New York and 2,400 boxes of lemons for Boston. She began loading at Messina on November 11, took on cargo at Palermo November 13 and 14, put on board the balance of her cargo at Naples and made the voyage across to New York in eighteen days.

The cargo of the Dundrennan also consists of 60,000 boxes of macaroni, cheese, olive oil and Italian preserves.

The Dundrennan which was chartered by F. Romeo & Co. of Carroll street, Brooklyn finishes discharging at Boston and then proceeds to Norfolk for a return cargo of coal under another charter.

It is intended to carry on the new service under the name of the Importers Steamship Company.

## La Compagnie Singer en Mésopotamie.

**N**ous apprenons de Bagdad que M. James Ramage, Directeur et Agent Général de la Compagnie Singer pour les Indes et Ceylon, vient d'arriver dans cette ville en tournée d'inspection. Cinq branches de la Compagnie existent déjà en Mésopotamie, à Bagdad, Mossoul, Bassorah et dans les deux célèbres centres de pèlerinage en Perse, Kerbela et Néjaf. La Compagnie compte établir 25 nouvelles maisons dans les ports du Golfe Persique et 5 en Mésopotamie même. Ces succursales, jointes aux anciennes, porteront le chiffre total des agences à 40.

Depuis quelques années, la vente des machines à coudre s'est tellement répandue que Bagdad seul achète 100 machines par an.

# CARACANDA BROTHERS,

90-96 Wall Street,

NEW YORK

Exporters of:

COTTON SEED OIL, OLEO OIL,

COTTON GOODS, FLOUR, ETC.

SELLING AGENTS:

NAP. EUSTATHOPOULO & Co.,

Arnopoulo Han, Stamboul,

CONSTANTINOPLE.

## Mineral Wealth of Servia.

It is reported from Ueskueb that to the North of Prilep in New Servia large salt deposits have just been discovered. There are also indications that rich naphtha fields exist in this region, and the Government has in consequence ordered the necessary investigations to be made. Up to the present Servia has been compelled to import all salt and petroleum used from other countries, and every effort is being made to exploit the natural resources of the country which will necessitate having recourse to foreign capital.

It is not generally known that in the territory now occupied by Servia large mineral deposits are found, which will undoubtedly be of importance to the future of the country. Although as yet no systematic explorations have been made so that it is impossible to state with accuracy how rich the country is in this respect, nevertheless the mining industry in Servia is of very ancient date going back as far as the time of the Romans, the traces of which are still to be seen at Kapaonik near the

South West frontier, where many inscriptions still bear testimony of the fact. During the middle ages, however, this industry lost its importance, and finally died out altogether, but during the past century was again revived, and the Servian Government has, from the very beginning been making every effort to stimulate the development of the same, having called numerous engineers and experts from foreign countries, the greater part of which have been Germans.

During the year 1910, for which the statistics are available, the mineral production of Servia was as follows: (value stated in Francs) anthracite 998,640, soft coal, 2,369,286; lignite, 441,405; lead ore, 143,249; sulphurous rock 312,360; antimony, 187,753; copper, 7,132,980; lead, 22,773; gold, 509,687.

Alluvial gold is at present being obtained by dredging in the Pek, a tributary of the Danube. Gold, however, is known to exist at Cestobodica, near the Western border, as well as in the region washed by the Timok, another tributary of the Danube, near the Bulgarian border,

---

## "THE LEVANT HERALD"

(ESTABLISHED IN 1856.)

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

### SUBSCRIPTION.

IN CONSTANTINOPLE :

One Year, £tq. 1; Six months, £tq. 0.50.

THE PROVINCES :

One Year, £tq. 1.50; Six months, £tq. 0.75.

FOREIGN COUNTRIES :

One Year, Frs. 40; Six months, Frs. 25.

In London apply to Messrs. George Street & Co., 30 Cornhill, London, E. C.

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

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IN CONSTANTINOPLE :

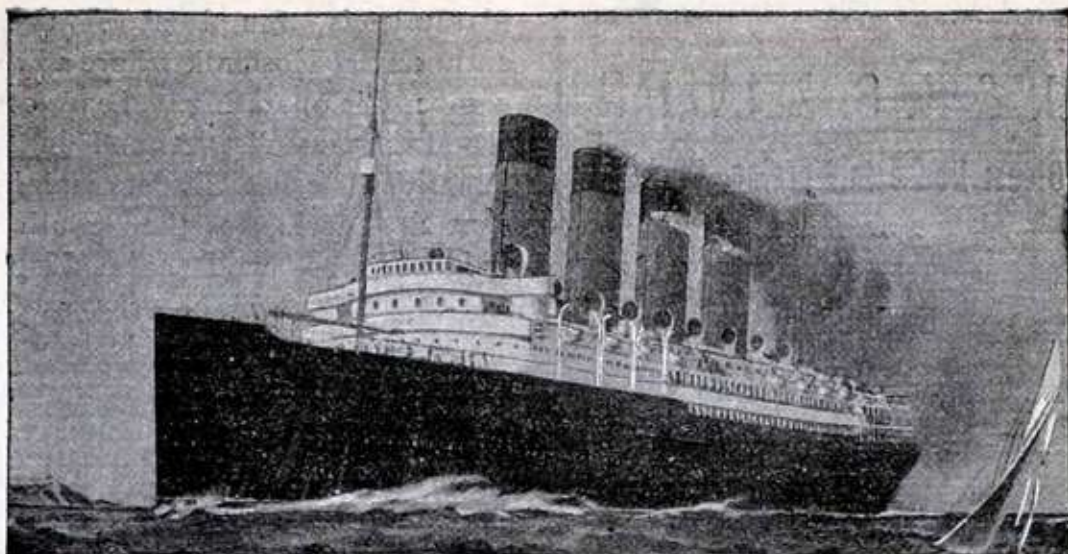
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FOREIGN COUNTRIES :

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S. S. Mauretania

# Walter Seager & Co.

*Tchinili Rihtim Han, Galata, Constantinople.*

Sole Proprietor: **WALTER C. SEAGER.**

~~~~~  
**AMERICAN HARBOR MASTER.**

Director of the Liverpool & London & Globe Insurance Co., Ltd.

Director of the State Assurance Company, Ltd.

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**AGENTS FOR:**

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| ~~~~~             |   |                                                                                                                                                                                         |
| <b>INSURANCE.</b> | { | The Liverpool & London & Globe Insurance Company Limited.<br>The State Assurance Company Limited.<br>The Thames & Mersey Marine Insurance Company, Limited.                             |
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| <b>GENERAL.</b>   | { | British Insulated & Helsbey Cables, Limited.<br>Lancashire Dynamo & Motor Works, Limited.<br>Aveling & Porter, Limited.<br>J. & E. Atkinson, Limited.<br>Geo. Curling, Wyman & Company. |

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PHILADELPHIA, U. S. A.

Mercury is found at Avalaberg, antimony at Kostanik where a French company is operating. Lead ore is found in many districts and in large quantities, especially at Rudnig in central Servia to the South of Belgrade, as well as at Kopanik and Golubac. Zinc ore as well as copper in nuggets is found at Galmei, the zinc ore often containing large quantities of gold and silver. Copper is found in Maidan Pek to the East and Rebely and Wis in the South West. There are besides these a large number of coal deposits, many of which are being worked, stone quarries (for building purposes) are found in abundance, and a large number of thermal springs of a very high temperature are known to exist, but up to the present asphalt and naphtha have been scarce. It accordingly seems likely with the attention which is being directed to the development of this important industry by the Servian Government that the future will bring about great developments in the exploiting of Servia's mineral resources, and that a great field will here be opened for foreign capital.



**The Chamber in the Red Sea District.** — The Chamber has received news from Aden, British Arabia, that Mr. F. Willoughby Smith, whose promotion to the post of American Consul in that city was announced in the September issue of LEVANT TRADE REVIEW, is enjoying good health, and that in view of his efforts the Chamber may soon hope for a creditable representation from that district. It will be remembered that Mr. Walter H. Schulz before his promotion to Nantes was intending to actively take up and push this matter.

## Trade Conditions in Southern Greece.

[ Consular Agent Wilson Ripley, Kalamata. ]

THE city of Kalamata, with a population of 18,000, is the business and distributing center for the Province Messenia, one of the richest and most fertile sections of the Peloponnesus.

Hardware dealers, boot and shoe makers, dry goods establishments, stationery stores, and general outfitters are doing a good business. Their merchandise is generally purchased from Continental salesmen, who visit every city or town with 4,000 or more inhabitants.

The many Greek-Americans who are constantly coming and going are influencing the population toward new methods and modern ways of living. Boots and shoes are being worn by many of those who a few years ago went with bare feet, and in consequence larger quantities of leather are being used. In Kalamata there are between 50 and 60 shops where a total (estimated) of 100,000 pairs of footwear is manufactured by hand each year. One of the leading shoemakers of Kalamata states that he uses some American leather, but that he can not always count on obtaining the quality he wishes, and for that reason buys French leathers, which, he claims, run more closely to sample. Nearly all the leather used in Kalamata is ordered through agents in Athens. The high tariff prevents the importation of boots and shoes.

The merchandise shipped from Kalamata to the United States consists of food products and a small amount of tobacco. The trade at Kalamata is managed by Greeks, who usually ship to their compatriots in New York or to wholesale houses that come into contact with the Greek-American population. This is especially true as regards figs, cheese, wine, liquors, and olives; currants and olive oil (of the better grade) have a more general sale. The total exportation of currants during the present season has far exceeded that of

the season of 1912. Up to October 23, 1913, 10,746,473 pounds were shipped, while in 1912 on the same date only 8,938,968 pounds had been exported. Prior to 1910 the exporters of Kalamata made few shipments on their own account, and a large proportion of the currant shipments was credited to Patras. A consignment of Kalamata winter melons is shortly to be made to New York. The fruit is of fine flavor and will no doubt command a high price if it arrives in good condition. It is also stated that large quantities of currant jelly are to be sent to the United States. It is claimed that jelly sent in previous shipments did not keep well, and it is now customary to add a little Japanese gelatine to remedy this defect. It should be noted that this jelly is made from the Corinth currant and not from the acid fruit or berry known in the United States.

It has been found that between 5 and 10 per cent of the hardware sold in Kalamata is of American manufacture. Such articles as files, locks, frying pans, grindstones, stamped metal sheets, Turkish coffee mills, and punches are among those imported from the United States.

It is believed that a good opportunity exists to increase the imports of American manufactures into this section of southern Greece. It is chiefly through the European salesmen that American goods reach this market. It would be to the advantage to American manufacturers if the trade were conducted through American salesmen. During a recent investigation, in the course of which more than 10 business establishments were visited, every merchant questioned stated that if facilities were offered he would stock many more American articles.

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It is announced that a German Banking establishment is about to be instituted at Belgrade, Servia, for the purpose of fostering German-Servian trade relations.

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**SMYRNA, TURKEY.**


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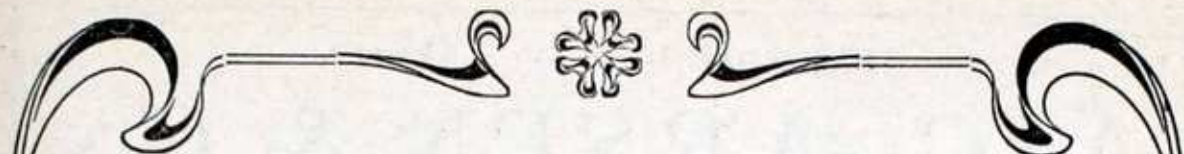
*Cable Address:***"PIROCACO", SMYRNA.****Large Greek loan.**

**A**RRANGEMENTS are proceeding in Paris for a Greek loan of \$50,000,000. This will be followed, it is said, by another loan of the same amount in a year or two.

A report on the finances of Greece for the years 1912-13, by Mr. H. D. Beaumont, Secretary of His British Majesty's Legation at Athens, published in the *BOARD OF TRADE JOURNAL* states that the total public debt outstanding on December 31, 1912, was £42,827,021 equal to £15 5s 10d per head of the population, of which £35,873,080 was in gold and £6,953,941 in currency. No fresh taxation has been imposed and all expenditure up to date on account of the war not covered by the surpluses of 1910 and 1911 has been met by borrowing.

Leaving Treasury bonds out of account, the total debt incurred by loan operations in connection with the war is £6,800,000 the annual charge for interest being £408,000 — on the assumption that bills will be renewed when they fall due. These different loans will no doubt eventually be consolidated, together with any further advances which may be required to meet the deficits of 1912 and 1913 still uncovered, which will hardly amount to less than £4,000,000.

The Government must therefore, before long, come into the market as a borrower of about £11,000,000 in addition to the amount required to make good wastage caused by the war, and the considerable sums which will be wanted for developing newly-acquired territory and for remunerative expenditure within the former limits of Greece, including schemes of urgent importance, such as the




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improvement of the harbor of Piraeus, a water-supply for Athens, and — most pressing of all — the junction of the Greek with the European railway system. For these purposes £5,000,000 is a moderate estimate.



## Selling on C. I. F. Terms.

(From the Foreign Trade Bulletin of Messrs. Geo. W. Sheldon & Co., Chicago.)

**M**ANUFACTURERS who have not tried it do not realize how much their export trade would be increased if they would offer to sell on c. i. f. terms. Many who have adopted this plan have been surprised at the large and profitable amount of business they have obtained, after they had tried with little success other means of getting foreign firms interested in their goods.

C. i. f. is an international term and means, literally, "Cost, insurance and freight." The manufacturer who quotes

prices c. i. f. Buenos Aires agrees to furnish the goods (cost) and pay the ocean freight and marine insurance to Buenos Aires. C. i. f. Hamburg means ocean freight and so of any foreign port which is designated in a c. i. f. quotation.

The manufacturer pays, of course, the railroad freight to New York or the port through which the goods are shipped, and pays the cartage, lighterage, or other expenses of placing the goods on the steamer, as well as the ocean freight and insurance, and the forwarding fees and expenses. The manufacturer does not pay landing charges, tariff duties, or any other expenses which accrue after the steamer arrives at the port to which the price is quoted.

When a foreign buyer receives a c. i. f. quotation he knows just what the goods will cost him. When any other terms are quoted, he is left in the dark as to the cost of ocean freight and other items, which may amount to a great deal more than the net price received by the manufacturer.



These charges may be so high that he will not be able to sell the goods at a profit.

Ocean freight rates are fixed by the steamship agents at the port of shipment, in the same way that freight rates in this country used to be made by the initial line. A merchant in Buenos Aires has no means of knowing what the current ocean rate is on any particular article from New York, unless he is receiving regular shipments of that article. Ocean freight rates fluctuate according to competition and the volume of traffic. Rates are much higher now than they were two or three years ago, because traffic has been heavy for two years and the steamship companies are trying to make up for preceding years which were unprofitable to them.

Ocean rates are figured by the cubic foot, or cubic ton of 40 cubic feet, whenever the shipping cases weigh less than 56 lbs. to the cubic foot, or 2,240 lbs. to the cubic ton; but are charged by the ton weight if the goods weigh 2,240 lbs. or heavier per 40 cubic feet. The buyer who inquires for prices on some new line of goods does not know how they are going to be packed, or

how much they will weigh, or how many cubic feet a given quantity will make. The manufacturer knows, or ought to know, how much his goods weigh per cubic foot, packed for shipment.

Since all this information regarding freight charges can only be determined from data which is "local" to the United States and the manufacturer's own office, the manufacturer owes it as a courtesy to a new foreign customer to supply definite information. A quotation c. i. f. gives this information in definite form. The buyer knows what his tariff duties are, and other expenses after the goods arrive, and is willing to do business on a smaller margin when he is assured against uncertainty in the unknown expense before the goods reach him.

C. i. f. quotations are the secret of success in getting foreign agencies and orders by mail. We cannot talk about other people's business, but there are many houses in Chicago who are doing a surprisingly large export business, by mail, with very little expense and no risk, by giving the buyer complete information.

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Branches at: Beirut, Damascus, Haifa (Agency Nazareth), Jaffa,  
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**REFERENCES:—**

Wiener Bank Verein, Constantinople.

Banque de Salonique, Constantinople.

## New Members.

Since the printing of the classified index of the present issue of LEVANT TRADE REVIEW the following applications for membership have been received:

S. Carpen & Bros., manufacturers of upholstered furniture, 155 West 34th Street, New York City. Address after May 1st, 37th Street & Broadway, New York City,

A. Tatian, general importer & exporter, 23 Central St., Boston, Mass.

Hermann Krönig, general commission merchants, head office Rustchuk, Bulgaria. Branches in Philipopol, Varna, Sofia and Bourgas, Bulgaria.

George Is. Filipakis, Mill owner, dealer in flour and sesame seed—commission agent, insurance and shipping agent.

Avraam V. Panayotoglou, Rug broker and commission merchant, Dalan Melek, Teheran, Persia.



## Levant Trade Notes.

8,000 Francs worth of young trees have been ordered by the municipality for the new park at Seraglio Point. The prefect has also donated 300 seedling pines for this purpose.



There is at present a good lookout for the hardware trade in the Aleppo district, due to the construction of the Bagdad Railway, as well as to the activity shown at present by the building industry in that section.



Exportation of grain and cereals from the ports of Varna and Bourgas,

Bulgaria, are showing a decided increase over former years, despite the disturbed political conditions.

§

A new bank which bears the name of Banque du Liban or Lebanon Bank was recently registered in Paris with a capital of Frs. 4,000,000. The objects of the bank are to undertake business and banking operations in Syria and Asiatic Turkey.

§

An automobile service is to be instituted from Smyrna to Magnesia, as well as between Smyrna and Tcheshmeh and Smyrna and Voula.

§

Imports from the United States to Egypt during the period Jan. 1, 1913—Nov. 30, 1913 amounted to \$2,438,345 as against \$1,903,105 for the same period in 1912.

Agricultural machinery to the value of \$10,000,000 was imported to Russia from the United States in 1913.

§

The Hedjaz Railway recently inaugurated the new branch line from Haifa to Acca.

**Honorary Members.** — At its regular quaterly meeting the Chamber elected Nessim Mazliah Effendi, Ex-Deputy of the Ottoman Empire for Smyrna, and Mr. Austin A. Burnham, Secretary, National Business League of America, Chicago, Ill., to Honorary Membership.

**Rareté de noix importées en Amérique.** — On signale de New York une pénurie inaccoutumée de noix, noisettes et amandes importées. On s'attend donc à un renchérissement des prix.

# The Smyrna Fig Packers,

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NESSIM MAZLIAH EFF., Constantinople, Ex-Deputy of the Ottoman Empire.

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

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

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

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

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

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(PLEASE REPORT ANY INACCURACIES TO THE SECRETARY).

### Advertising Agencies.

Société Anonyme Egyptienne de Publicité . . . . . Cairo, Egypt.

### Agricultural Implements & Machinery.

Aboaf & Co , A., Importers, P.O.B 366 . . . . .	Cairo, Egypt.
Acme Harvesting Machine Co., Exporters . . . . .	Peoria, Ill., U. S. A.
Allen & Co., S.L., Exporters, Denckla Bldg . . . . .	Philadelphia, U.S.A.
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Avedissian & Kechichian, Importers. . . . .	Adana.
Avery Co., Exporters . . . . .	Peoria, Ill., U.S.A.
Balladur, Paul J., Importer . . . . .	Smyrna.
Blockey, Cree & Co , Importers. . . . .	Baghdad.
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Chisnell & Sons Co., Ltd., George, Importers, Galata .	Constantinople.
Debbas. Jean, Importer . . . . .	Tarsus
Dizengoff, M., Importer . . . . .	Jaffa.
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Egyptian American Agricultural Engineering Co. . . . .	Cairo, Egypt.
Farquhar, A.B , & Co., Exporters, Cotton Exchange Bldg.	New York, U.S.A.
Frangakis, Ant. Ch., Importer . . . . .	Aleppo.
Franghakis & Sinnossoglou, Importers. . . . .	Adana.
Goldenberg & Fils, David . . . . .	Braila, Roumania.
Haim, D., Importer . . . . .	Jaffa.
Hindié, Elias, Importer . . . . .	Aleppo.
Holt Caterpilllar Company, Exporters, 30 Church St. .	New York, U.S.A.
International Harvester Company, Exp., Ferdinandstr.5.	Hamburg, Germany.
Kaul, Wilhelm Franz, Importer . . . . .	Angora, Turkey.
Laughton & Co., C., 42 Perchembé Bazar, Galata . . .	Constantinople.
Louisides & Co., P J., Importers . . . . .	Larnaca, Cyprus.
Loutfalla, Georges, Importer . . . . .	Adana.
Lykiardopoulos Fils, A. Importer . . . . .	Mersine.
Montgomery Ward & Co., Exporters. . . . .	Chicago, U.S.A.
Nergararian, H.G., Importer . . . . .	Varna, Bulgaria.
Nergararian, Harutune, Importer, Khorassandji Han .	Constantinople.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata.	Constantinople.
Rindelaub, Robert C , Imp., Sabit Bey Han, 30-33, Galata	Constantinople.
Selian, R.B.. Importer . . . . .	Mersine.
South Bend Chilled Plow Co., Exporters . . . . .	South Bend, Ind., 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., Export.	Hoosick Falls, N.Y., U.S.A.
Walter A. Wood Co., Ltd., 36 Worship St. . . . .	London, England.

Walter A. Wood Company m.b.H., Elisabethufer 5/6. Berlin, Germany.  
Whitman Agricultural Co., Exprt., 6900 South Broadway. St. Louis, Mo., U.S.A.

### Antiquities.

S. Haïm, Musée Oriental, Kabristan 14, Péra. . . . . Constantinople.

### Almonds.

Mégarbané, G.H., Exporter . . . . . Aintab.

### Architects.

R. R. Kendall, c/o British Post Office, Galata. . . . . Constantinople.

### Attorneys at Law.

Lydecker, Major C. E., 2 Rector Street . . . . . New York, U.S.A.  
Mizzi, Lewis F., Rue Asmali Mesdjid, 35, Pera . . . . . Constantinople.  
Paleologue, Galien . . . . . Smyrna.  
Shadaravian, Djemil Effendi . . . . . Aleppo  
Vandegrift & Co., F.B., 12-25 Whitehall St. . . . . New York, U.S.A.  
Whittall, Eric . . . . . Smyrna.  
Wirth, Jr., Frederick . . . . . Constantinople.

### Automobiles.

Avigdor, N. S., Inayet Han, Galata . . . . . Constantinople.  
Belart-Lanz, J., Importer, Ihsan Bey Han, Galata . . . . . Constantinople.  
Canzuch, Ferdinand (Fr. Ferkir's Erben) Importers . . . . . Constantinople.  
Chasseaud & Co., F.W., Import., Kossova Han, Sirkedji . . . . . Constantinople.  
Chipman Limited, 10 Bridge St. . . . . New York, U.S.A.  
Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera . . . . . Constantinople.  
The Studebaker Corporation of England, Ltd., 143/5 Great  
Portland St. . . . . London W., England.  
The Studebaker Corporation . . . . . South Bend, Ind ,U.S.A.  
Wichita Falls Motor Co., Mfrs. & Exporters . . . . . Wichita Falls, Tex., U.S.A.

### Bacteriologists.

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

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

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Anglo-Palestine Co. Ltd. . . . . Jerusalem.  
» » » » . . . . . Beirut.  
Asfar & Co. . . . . Baghdad.  
Banque d'Athènes . . . . . Constantinople.  
» » . . . . . Salonica.  
» » . . . . . Samsoun.  
» » . . . . . Smyrna.  
» » . . . . . Cairo, Egypt.  
Banque Commerciale de Palestine. . . . . Jerusalem.  
Banque d'Orient. . . . . Smyrna.  
» » . . . . . Salonica.  
Banque de Salonique . . . . . Constantinople.  
Banque Impériale Ottomane . . . . . Constantinople.

Capayannidès, G. . . . .	Trebizond.
Chamarakis, E. D. . . . .	Rethymno, Crete.
Dagher, Butros & Co. . . . .	Beirut.
Deutsche Orientbank A. G. . . . .	Constantinople.
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Lévy, Juda Gabriel . . . . .	Janina, Albania.
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Pisani, Alex. C. . . . .	Kerassund.
Prager Creditbank, Filiale . . . . .	Belgrade, Servia.
Sabbag & Fils. . . . .	Beirut.
Trad & Co., G. . . . .	Beirut.
Turnbull, Jr. & Somerville. . . . .	Valetta, Malta.
Wiener Bank Verein . . . . .	Constantinople.

#### **Bath Heaters.**

Friedmann & Fils, J. R., Importers 32 Rue du Tunnel.	Galata, Constantinople.
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Chasseaud & Co., F. W., Impr. Kossova Han, Sirkedji.	Constantinople.
Lambichi, M. E., Importer. . . . .	Smyrna.
Suffern & Co., Exporters, 90-96 Wall St. . . . .	New York, N. Y., U.S.A.

#### **Beer.**

Audi & Frères, S., Importers. . . . .	Beirut.
Hindié Frères, Importers . . . . .	Aleppo.
Sayeg Frères, Importers . . . . .	Beirut.

#### **Bees Wax**

Kabbaz & Co., P. A., Exporters. . . . .	Aleppo.
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#### **Belting.**

Seferiades, S. A., Importer. . . . .	Smyrna.
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#### **Bicycles & Sundries**

Altiparmak-Mertzanoff, C. S., Importer, Taxim, Pera . . . . .	Constantinople.
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Albemarle Paper Manufacturing Co. . . . .	Richmond, Va., U.S.A.
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Southwark Foundry & Mach. Co., Wash'gt'n Ave., & 5th St.	Philadelphia, U.S.A.
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Damiani, Barnabé, Importer . . . . .	Jerusalem.
Daoud & Abdo, Importers . . . . .	Beirut.
Elkiatib, Salim, Importer, Elkiatib Han . . . . .	Constantinople.
Fulias & Co., Importers, Abid Han, Galata. . . . .	Constantinople.
Georgatos, N.E. Manufacturer . . . . .	Athens, Greece.
Hananel, N.B., Importer, Ekberié Han Stamboul . . . . .	Constantinople.
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Hug & Co., J., Importer . . . . .	Cairo, Egypt
Kirchner & Co., Importers. . . . .	Aleppo.
MacVittie, F., Importer, . . . . .	Smyrna.

Magnifico, E.A., Importer, . . . . .	Smyrna.
Rosenwasser Bros, Mfrs. & Exporters, 472 Broadway.	New York, U. S. A.
Sciaky, Salomon J, Importer. . . . .	Salonica.
Sursock, Aziz, Importer . . . . .	Tarsus.
Tambakis, E. C., Importer. . . . .	Smyrna.
Valescaki, Spiro, Importer. . . . .	Cairo, Egypt.

### Builders' Hardware.

Blum & Levy, Importers. . . . .	Jerusalem.
Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji	Constantinople.
Kuster & Co., R., Importer . . . . .	Cairo, Egypt.
Mill, E. H., Importer, Kutchuk Millet Han, Galata . .	Constantinople.
Matteossian, Leon, Importer, Tevekel Han, Galata. . .	Constantinople.
Miller Lock Co., Mfrs & Exporters, Frankford . . . .	Philadelphia, U.S. A.
Russ-ll & Erwin Mfg. Co., Exporters . . . . .	New York, N.Y., U.S.A.
Tiano, Fli., Importers. . . . .	Salonica.
Vafiades, V., Importer . . . . .	Trebizond.

### Canary Seed.

The Levant Products Trading Co, Impr, 38-40 W.32 St.	New York, U S. A.
Whittall & Co., J.W., Exporters, Kenadjian Han, Stam.	Constantinople.

### Candles.

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

### Camping Outfitters.

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

Maison Psalty, Rue Kabristan, Pera . . . . .	Constantinople.
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### Carpets and Rugs.

Andria, H.de, Exporter . . . . .	Constantinople.
Asfar & Co., Exporters . . . . .	Baghdad,
Blackler, F, Exporter. . . . .	Smyrna
Castelli, N., Exporter, Validé Han, Stamboul . . . . .	Constantinople.
Chasseaud, F. W, Exporter, Kos-ova Han, Stamboul.	Constantinople.
Djismardahoss, Kegham, Exp, Kodjamanoglou Han.	Stamboul, Constantinople
Filipachi, Paul Exporter, Keuprulu Han, Stamboul . .	Constantinople.
Gulbenkian Bros & Co., Gulbenkian Han, Stamboul . .	Constantinople.
Haim, S., Musée Oriental, Kabristan 14, Péra . . . .	Constantinople.
Ihmsen & Co., Exporters Rue Findjandjilar Stamboul	Constantinople
Kafaroff, Talp. Exporter, Rassim Pacha Han, Stamboul.	Constantinople.
Karadaghli, A. E. Exporter, Djéf'rié Han, Stamboul .	Constantinople
Karagheusian, A. & M, Exporters. Astartjian Han . .	Stamboul, Constantinople
Kazan & Co., A. E., Exporters Kutchuk Ihsan Bey Han	Stamb. Constantinople.
Kevork Skender, K. & D, Exporters . . . . .	Baghdad.
Maghak, Fathalla D., Exporter. . . . .	Baghdad.
Mazlumian Bros, Exporters, Ralli Han, Stamboul . . .	Constantinople.
Messayeh, Joseph J, Exporter . . . . .	Baghdad.
» R. D., Exporter. . . . .	Baghdad.
Messulam, A., Exporter, Saidié Han, Stamboul . . . .	Constantinople.



Oriental Carpet Manufacturers Ltd., Exporters . . . . .	Smyrna.
» » » » » . . . . .	Constantinople.
Pappadopoulo, M. N., Exporter . . . . .	Constantinople.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamb.	Constantinople.
Rostomian, R., Keuorulu Han, Stamboul . . . . .	Constantinople.
Sadullah, R. Levy & Mandil, Exporters, Stamboul. . .	Constantinople.
Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, Stamb.	Constantinople.
Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamb.	Constantinople.
Vayanos Frères., Exporters. . . . .	Sillé, Konia.

**Carriages (Vehicles, etc.)**

Birch, James H., Exporter . . . . .	Burlington, N.J., U.S.A.
Devlin Mfg. Co., Thos., (Carriage Hardware) . . . . .	Philadelphia, U.S.A.
Montgomery Ward & Co., Exporters . . . . .	Chicago, Ill., U.S.A.
Studebaker Corporation, The., Exporters . . . . .	South Bend, Ind., U.S.A.

**Casings (Sausage) — See Guts.**

**Cigarettes.**

The African Cigarette Co., Ltd., Manufacturers and Expor.	Athens, Greece.
The Levant Products Trading Co. 38 & 40 W. 32d. St.	New York, U. S. A.
The Surbrug Co., Manufacturers . . . . .	New York, U. S. A.

**Clocks and Watches.**

Enriquez, Clemente, Importers . . . . .	Baghdad.
Etablissements Orosdi-Back, Importers . . . . .	Constantinople.
Keystone Watch Case Co., Expor., Eur. Office, Pickhuben.	Hamburg, Germany.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamb.	Constantinople.
Montgomery Ward & Co., Exporters. . . . .	Chicago, Ill., U. S. A.

**Clothing (Ready Made.)**

Schoucair & Kassis, Importers . . . . .	Beirut.
Snellenburg Clothing Co., Export., Broad and Wallace St.	Philadelphia, U.S.A.

**Coal.**

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

**Concrete and Cement.**

Aboaf & Co., A., Importers, P.O.B. 366 . . . . .	Cairo, Egypt.
Goldenberg & Fils, David . . . . .	Braila, Roumania.
Ojalvo, Vital, Importer . . . . .	Salonica.
Pecora Paint Co., Mfrs., 4th & Venango Sts. . . . .	Philadelphia, U.S.A.
Vafiades, V., Importer . . . . .	Trebizond.

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

**Constructors & Contractors.**

Afimus & Hacho . . . . .	Beirut.
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**Copper.**

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

**Cotton.**

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

**Cotton Duck Belting.**

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

Abdeni & Co., G.G., Importers . . . . .	Aleppo.
Altitzoglou Fils, J., Importers . . . . .	Mersine.
Audi & Co., B., Importers . . . . .	Beirut.
Avedikian Frères, Importers . . . . .	Smyrna.
Baltazzi, Theo. S., Importer . . . . .	Smyrna.
Bear Mill Mfg. Co., 120 Franklin St. . . . .	New York, N. Y., U.S.A.
Berk, Puttnam & Co., Importers . . . . .	Baghdad.
Blockey, Cree & Co., » . . . . .	Baghdad.
Candili, C. Importer . . . . .	Trebizond.
Chachaty Frères, Importers . . . . .	Mersine.
Cohen Mordoh & Co., Importers . . . . .	Salonica.
Chrissafides & Georgiades, Importers, Galata . . . . .	Constantinople
Coufopoulos, D. G., 25 Buyuk Millet Han, Galata . . . . .	Constantinople.
Edwards & Sons, Importers, Dilziz Zadé Han, Stamb.	Constantinople.
Elishaa, Nessim, Importer . . . . .	Baghdad.
Elkiatib, Salim, Importer, Elkiatib Han . . . . .	Constantinople.
Elowe, Raphael, » . . . . .	Baghdad.
Enriquez, Clemente, » . . . . .	Baghdad.
Etablissements Orosdi-Back, Importers . . . . .	Constantinople.
Eustathopoulo, & Co., Nap., Imprs, Arnopoulo Han, St.	Constantinople.
Fils d'Erara & Co., Importers . . . . .	Salonica.
Gelat, Elias Thomas, Importer . . . . .	Jerusalem.
Giraud, O., Importer, Hagopian Han, Galata . . . . .	Constantinople.
Haddad, Elias And., Importer . . . . .	Beirut.
Hadjantony, Ant. B., Importer . . . . .	Smyrna.
Haldéopoulo, N. P., Importer . . . . .	Trebizond.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamb.	Constantinople.
Hindié, Elias, Importer . . . . .	Aleppo.
Hochstrasser & Co., Importers . . . . .	Trebizond.
» » » . . . . .	Samsoun.

Jeboury, Beythoum, Importer . . . . .	Baghdad.
Juda & Salmona, Importers . . . . .	Salonica.
Kabbaz & Co., P. A., Importers . . . . .	Aleppo.
Klonski, A. H., Importer . . . . .	Hebron.
Langridge, F. F., Importer . . . . .	Baghdad.
Louisides & Co., P. J., Importers . . . . .	Larnaca, Cyprus.
Lynch & Co., Stephen, Importers . . . . .	Baghdad.
Maghak, Fat. D., Importer . . . . .	Baghdad.
Manachy, Lorenzo Y., Importer. . . . .	Aleppo.
Marcantonakis & Manoussakis . . . . .	Candia, Crete.
H. Manuelian & Co., Importers . . . . .	Mersine.
Matteossian, Leon, Importer, Tevekel Han, Galata. . . . .	Constantinople.
Messayeh, Joseph J., Importer . . . . .	Baghdad
Mitrani, Joseph, Importer . . . . .	Adrianople.
Modiano, Joseph Is., Importer . . . . .	Salonica.
Modiano, Saül Is., Importer . . . . .	Salonica
Modiano, Ugo R., Importer. . . . .	Salonica.
Morpurgo, Moise Importer . . . . .	Salonica.
Mouradian, Kevork, Importer, Stamboul. . . . .	Constantinople.
Pappadimitriou Bros. & Co., Importers . . . . .	Smyrna.
Peristiany & Frères, J. Th., Importers . . . . .	Alexandretta.
Philippou, A., Importer . . . . .	Janina, Albania.
Putnam-Hooker Co., The, Exporters, 56 Worth St. . . . .	New York, U.S.A.
Salloum, Helou & Co., Importers . . . . .	Beirut.
Scheffels, Otto, Importer, Elkiatib Han, Stamboul. . . . .	Constantinople.
Schuep & Co., Importers . . . . .	Aleppo.
Stevens & Co., J. P., Exporters, 23 & 25 Thomas St. . . . .	New York, U.S.A.
Suffern & Co., Exporters, 90-96, Wall Street . . . . .	New York, U.S.A.
Tiano, Henri, Importer . . . . .	Salonica.
Vafiadachi, M. & A., Importers . . . . .	Smyrna.
Varbetian, L. & L., Importers . . . . .	Smyrna.
Wellington, Sears & Co., 93 Franklin St. . . . .	Boston, Mass., U.S.A.
Zarifi, L., Importer, Hagopian Han, Galata. . . . .	Constantinople.
Zelvéian, M. & K. S., Importers . . . . .	Mersine.

### Cotton Seed Oil.

Amar & Co., S., Importers, Validé Sultan Han, Stamb.	Constantinople.
American Cotton Oil Co., Exporters, 27, Beaver Street.	New York, U.S.A.
Aspegren & Co., Exporters, Produce Exchange . . . . .	New York, U.S.A.
Canzuch, Ferdinand, (Fr. Ferkir's Erben), Impr. . . . .	Constantinople.
Cariciopoulo, Marc C., Import., Rifaat Bey Han, Galata.	Constantinople.
Chasseaud & Co., F. W., Import., Kossova Han, Sirkedji	Constantinople.
Christofa, Apostole P. H., Importer . . . . .	Mitylene, Turkey.
Cohen Mordoh & Co., Importers. . . . .	Salonica.
Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .	Constantinople.
Elkiatib, Salim, Importer, Elkiatib Han . . . . .	Constantinople.
Eustathopoulos, Nap., & Co. Importer, Arnopoulo Han, . . . . .	Stamb., Constantinople.
Fulias & Co., Importers, Abid Han, Galata . . . . .	Constantinople.
Giraud, O., Importer, Hagopian Han, Galata . . . . .	Constantinople.
Goldenberg & Fils, David . . . . .	Braila, Roumania.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul	Constantinople.
Hug & Co., J., Importers . . . . .	Cairo, Egypt.
Juda & Salmona, Importers . . . . .	Salonica.
Louisides, & Co., P. J., Importers . . . . .	Larnaca, Cyprus.
Louisville Cotton Oil Co., Mfrs. & Exporters . . . . .	Louisville, Ky., U.S.A.
Manachy & Fils, Yanni, Importers . . . . .	Aleppo.

Marcopoli & Co., V., Importers . . . . .	Aleppo.
Mill, E. H., Importer, Kutchuk Millet Han, Galata . .	Constantinople.
Millioris, François, Importer, Nomico Han 23, 24, Galata	Constantinople.
Mitrani, Joseph, Importer . . . . .	Adrianople.
Modiano & Co., Levy V., Importers . . . . .	Salonica.
Molho, Isaac, Importer . . . . .	Salonica.
Navarro, Em. Is., Importer . . . . .	Salonica.
Pharaon, Issa, Schoucair & Co., Importers . . . . .	Beirut.
Procter & Gamble Co., Exporters . . . . .	Cincinnati, Ohio, U.S.A.
Saporta & Baraha, Importers . . . . .	Salonica.
Sarantis Frères, Importers, 19, 20, Omar Abid Han, Gal.	Constantinople.
Seefelder, Hans, Importer . . . . .	Salonica.
Sourlangas Fils, E N., Importer, Kossova Han, Stamb.	Constantinople.
Suffern & C <sup>o</sup> ., Exporters, 90-96, Wall Street . . . . .	New York, N. Y., U.S.A.
Tasartez & Barzilai, Importers, Tohafdji Han, Stamb.	Constantinople.
Tiano, Henri, Importer . . . . .	Salonica.
Xanthos, C., Importer . . . . .	Salonica.

#### Cotton Yarn.

Abdeni & Co., G. G., Importers . . . . .	Aleppo.
Audi & Co., B., Importers . . . . .	Beirut.
Baltazzi, Theo. S., Importer . . . . .	Smyrna.
Fils de G. Errara & Co., Importers . . . . .	Salonica.
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.

#### Currants.

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

#### Customs House Brokers.

Curmusi, Theo. N., Tchিনি Rihtim Han, Galata . . . . .	Constantinople.
Khourri, G. & A., Farrah . . . . .	Beirut.
Vandegrift & Co., F. B., 12-25 Whitehall St. . . . .	New York, N. Y., U S A.

#### Decoration (Interior)

Maison Psalty, Rue Kabristan, Pera . . . . .	Constantinople.
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#### Dental Supplies

Mertzanoff-Altiparmak, C. S., Importers, Taxim Pera . . . . .	Constantinople.
White Dental Mfg. Co., The S.S., 12th & Chestnut Sts.	Philadelphia, U. S. A.

#### Department Stores

Economic Co-operative Society Ltd. . . . .	Constantinople.
Etablissements Orosdi Back . . . . .	Constantinople.
Melki & Menassah . . . . .	Beirut.
Montgomery Ward & Co. . . . .	Chicago, Ill., U.S.A.

**Directories.**

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

**Draperies.**

Audi & Co., B., Importers . . . . . Beirut.

**Drugs and Pharmaceutical Products.**

Audi & Co., B., Importers . . . . . Beirut.  
 Curtis & Brown Mfg. Co., Ltd., Exprs., 215-217, Fulton St. New York, U.S.A.  
 Etablissements Orosdi-Back, Importers . . . . . Constantinople.  
 Fellows Co., The, Manufacturers, 26 Christopher St. . . . . New York, N.Y., U.S.A.  
 Hannania, Joseph, Importers . . . . . Baghdad.  
 La Fontaine Bros., Ltd., Importers . . . . . Constantinople.  
 Mourad Bey Baroudi, Importer . . . . . Beirut.  
 Mulford Co., H.K., Exporters, 428 S. 13th St. . . . . Philadelphia, U. S. A.  
 Parke, Davis & Co., Exporters, 50/54 Beak St. . . . . London, W., England.  
 Philadelphia Quartz Co., Exporters, 121 S. 3rd St. . . . . Philadelphia, U. S. A.  
 Suffern & Co., Exporters, 90-96 Wall St. . . . . New York, N.Y., U.S.A.  
 Toeg, Ephraim S., Importers . . . . . Baghdad  
 West Electric Hair Curler Co., 45 S. Front St. . . . . Philadelphia, U. S. A.

**Dyes**

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

**Earth Handling Machinery.**

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

**Electrical Supplies.**

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

**Elevators.**

Essayan & Frères, Hagop, Importers, Sirkedji, 46, St. Constantinople.

**Engines (Gasoline, Traction, Corliss &c.).**

Avery Co., Exporters . . . . . Peoria, Ill., U.S.A.  
 Holt Caterpillar Co., Exporters, 50 Church St. . . . . New York, N. Y., U.S.A.  
 International Harvester Co., Ferdinandstr. 5, Hamburg, 1 Germany.  
 Southwark Foundry & Machine Co., Wash. Ave. & 5th Sts. Philadelphia, U. S. A.  
 Walter A. Wood Mowing & Reaping Machine Co., Exprs. . . . . Hoosick Falls, N. Y., U.S.A.  
 Walter A. Wood Co., Ltd., 36 Worship St. . . . . London, England.  
 Walter A. Wood Company, m. b. H., Elisabethufer 5/6 Berlin, Germany.  
 Waterloo Gasoline Engine Co., Exporters . . . . . Waterloo, Iowa, U.S.A.  
 Wichita Falls Motor Co., Mfrs. & Exporters Tractors. . . . . Wichita Falls, Tex., U.S.A.  
 Wolverine Motor Works, Exporters . . . . . Bridgeport, Conn., U.S.A.

**Engineering.**

Aperguis & Co., N.A., 40 Rue de la Douane, Galata . . . . . Constantinople.  
 Aftimus & Hacho. . . . . Beirut.  
 Chirin, Leon, M.E., Kenadjian Han, 3, Stamboul . . . . . Constantinople.  
 Steinhauer & Co., Max. Sanitary & Hydraulic Engineers. Cairo, Egypt  
 Sprout-Waldron Co., Milling Engineers . . . . . Muncy, Pa., U.S.A.

**Exporters (General).**

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

**Feed Stuffs.**

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

**Firearms and Ammunition.**

Baker, Geo. & A., Importers, 370 Grande Rue de Péra.	Constantinople.
Coenca Frères, Importers 38 Rue de la Sublime Porte	Stamboul, Constantinople
Peters Arms Co., Exporters, Pickhuben, 4, Freihafen.	Hamburg, Germany.

**Fire Engine Trucks.**

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

Devlin Mfg. Co., Thos., Lehigh Ave & American St. .	Philadelphia, U. S. A.
Flagg, Stanley G., Mfr. & Exporter, 1421 Chestnut, St.	Philadelphia, U. S. A.

**Fish (Dried, Salt.)**

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

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

Capayannidès, G., Importer . . . . .	Trebizond.
Cariciopoulo, Marc C., Importer, 12, Ibrahim Rifaat Han	Galata, Constantinople.
Hadjopoulo, D.B., Exporter, 29 Broadway . . . . .	New York, U.S.A.
Lebet Frères & Cie, Importers, Mahmoudié Han, Stamb.	Constantinople.
Stock & Mountain, Importers, Khorassandji Han, Stamb.	Constantinople.

**Fountain Pens.**

Waterman Co, L. E., Exporters, 173, Broadway . . . . .	New York, U.S.A.
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**Fruits (Dried: Almonds, Dates, Figs, Raisins, etc.).**

As-far & Co., Date Packers. . . . .	Baghdad.
Austro-Oriental Trading Co Ltd., Exporters . . . . .	Baghdad.
Barff & Co. Ltd, P G. Exporters . . . . .	Smyrna.
Chasseaud & Co., F W., Exporters, Kossova Han, Sirkedji	Constantinople.
Cherry, Louis D., Importer, 52 S. 60th St. . . . .	Philadelphia, U.S.A.
Coënca Frères, Exporters, 38 Avenue de la Sub. Porte,	Constantinople.
Elowe, Raphael J., Exporter . . . . .	Baghdad.
Georgiadès & Co, Exporters . . . . .	Smyrna.
Habicht, Braun & Co.. Importers, Hudson & Laight St.	New York, N.Y., U.S.A.
Hadjantony, Ant B., Exporter . . . . .	Smyrna.
Hadjopoulo, D.B., Importer, 29 Broadway . . . . .	New York, N.Y., U.S.A.
The Hills Bros. Co, Exporters . . . . .	Bassorah.
Wm. Hills Jr. & Co., Exporters . . . . .	Bassorah.

Hochstrasser & Co , Exporters . . . . .	Trebizond.
» » » » . . . . .	Samsoun.
Jaburg Brothers, Importers, 10 & 12 Leonard St. . . . .	New York, U.S.A.
Klonski, A H., Exporter . . . . .	Hebron.
Maghak, Fathalla D , Exporter . . . . .	Baghdad.
Marcantonakis & Manoussakis, Exporters . . . . .	Candia, Crete.
Mégarbané, G H., Exporter . . . . .	Aintab.
Mégarbané & Fils, Habib, Exporters . . . . .	Aleppo.
Messayeh, Joseph J., Exporter . . . . .	Baghdad.
Missir & Co., Exporters . . . . .	Smyrna.
Mumdjian Bros., Exporters . . . . .	Trebizond.
Protopazzi Bros , 32 Fenchurch St. . . . .	London., Eng.
Reggio & Co.. Ant., Exporters . . . . .	Smyrna.
Schamasch, Gourgie & Cie , Exporters. . . . .	Baghdad.
Shabandar, Mahmoud, Exporter . . . . .	Baghdad.
Stassinopoulo, S. A., Exporter . . . . .	Smyrna.
The Levant Products Trading Co., Impr, 38-40, W. 32 St.	New York, U.S.A.
Warde, Naasan & Co., Exporters . . . . .	Beirut.
Whittall & Co., C., Exporters . . . . .	Smyrna.

**Furniture.**

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

**Galvanized Sheet Metals.**

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

**Glass.**

Friedmann & Fils J.R., Importers of Window, Mirror & Plate Glass, Rue du Tunnel 32, Galata, . . . . .	Constantinople.
Navarro, Isaac J, Importer . . . . .	Salonica.
Sayeg Frères, Importers . . . . .	Beirut.
Vafiades, V., Importer . . . . .	Trebizond.

**General Exporters and Importers.**

Abdeni & Co. . . . .	Aleppo.
Abramowicz, Leon P., 80 Calla Moslior . . . . .	Bucharest.
Asfar & Co . . . . .	Baghdad.
Audi & Co., B. . . . .	Beirut.
Austro Oriental Trading Co. Ltd. . . . .	Baghdad
Baldwin, Theo. A. . . . .	B ussa.
Banque Commerciale de Palestine. . . . .	Jerusalem.
Benveniste, Haim & Albert . . . . .	Salonica.
Chamarakis, E. D . . . . .	Rethymno, Cre'e.
Chassaud & Co., F.W., Kossova Han, Sirkedji, Stamb.	Constantinople.
Chipman Limited, 10 Bridge St. . . . .	New York, N. Y., U.S A.
Cohen Mordoh & Cie . . . . .	Salonica.
Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .	Constantinople
Damiani, Barnabé . . . . .	Jerusalem.
Dizengoff, M. . . . .	Jaffa.

Fils d'Abram Nahman . . . . .	Salonica.
Gelat, Elias Th. . . . .	Jerusalem.
Hadjantony, Ant. B. . . . .	Smyrna.
Haim, D. . . . .	Jaffa.
Haldéopoulo, N. P. . . . .	Trebizond.
Hancock & Wood. . . . .	Patras, Greece.
Hindié, Elias . . . . .	Aleppo.
Hochstrasser & Co. . . . .	Trebizond
» . . . . .	Samsoun.
Iahiel, Isaac I. . . . .	Salonica.
Kaul, Wilhelm Franz . . . . .	Angora.
Langridge, F. F. . . . .	Baghdad.
Laughton & Co., C. 42 Perchembé Bazar, Galata . . . . .	Constantinople.
Lemmi Frères, G . . . . .	Ordou.
Levin, Alter. . . . .	Jerusalem.
Louisides, P. J. . . . .	Larnaca, Cyprus.
Mahokian, A. . . . .	Trebizond.
Manachy, Lorenzo Y. . . . .	Aleppo.
Marcantonakis & Mannoussakis. . . . .	Candia, Crete.
Marcopoli & Co., V. . . . .	Aleppo.
Melissinos, Bernard. . . . .	Piraeus, Greece.
Mill, E. H., Kutchuk Millet Han, Galata. . . . .	Constantinople.
Mitrani, Joseph. . . . .	Adrianople.
Modiano, Ugo R. . . . .	Constantinople.
Mumdjian Bros. . . . .	Trebizond.
Nemli Zadé Frères . . . . .	Trebizond.
Peristiany & Frères, J. Th. . . . .	Alexandretta.
Petsaly, S., . . . . . Alexandria,	Cairo & Port Said, Egypt.
Phostiropoulo Frères . . . . .	Trebizond.
Pisani, Alex. C. . . . .	Kerassund.
Reppen, Theo, Arabian Han, Galata. . . . .	Constantinople.
Rindelaub, Robert C., Sabit Bey Han 30-33, Galata . . . . .	Constantinople.
Schapira, J. M., 10 Rue Colocotroni. . . . .	Athens, Greece.
Sciaky & Co., Victor . . . . .	Salonica.
Scialom, Isaac Moise . . . . .	Salonica.
Seefelder, Hans . . . . .	Salonica.
Shabandar, Mahmoud . . . . .	Baghdad.
Spathopoulo Frères, P. . . . .	Kerassund.
Stassinopoulo, S. A. . . . .	Smyrna.
Strick Scott & Co., Ltd . . . . .	Baghdad.
Suffern & Co., 90-96 Wall St. . . . .	New York, N. Y., U.S.A.
Tiano, Henri. . . . .	Salonica.
Turnbull, Jc. & Somerville . . . . .	Valetta, Malta.
Vassiliou, Pittacos . . . . .	Mitylene.
Whittall & Co., J.W., Kenadjian Han, Stamboul . . . . .	Constantinople.
Zini, A. T. . . . .	Patras, Greece.

#### Glucose.

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

#### Government Contractors.

Aboaf & Co., A, P.O.B. 366. . . . .	Cairo, Egypt.
Avigdor, N. S., Inayet Han 67, 68 S amboul . . . . .	Constantinople.
Baker, Geo. & A., Army contractors, 370 Gde Rue de Péra. . . . .	Constantinople.
Bucknam, R. D., Assicurazione Generali Han, Galata . . . . .	Constantinople.
Chisnell & Sons Co., Ltd., George, Galata . . . . .	Constantinople.



Edwards & Sons, Dilsiz Zadé Han, Stamboul . . . . .	Constantinople.
Essayan & Frères, Hagop, Sirkedji 46, Stamboul . . . . .	Constantinople.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata. . . . .	Constantinople.
Giraud, O., Hagopian Han, Galata . . . . .	Constantinople.
Friedmann & Fils, J. R., Rue du Tunnel, 32, Galata, . . . . .	Constantinople.
Hecht, Emil, Angora Han, Stamboul . . . . .	Constantinople.
Langdon, J. D., Naval Contractor . . . . .	Smyrna.
Petsaly, S. . . . .	Alexandria, Cairo & Port Said, Egypt.
Rosenwasser Bros., U.S. Gov't. Contractor, 472, B'way. . . . .	New York, U. S. A.
Scheffels, Otto, Elkiatib Han, Stamboul . . . . .	Constantinople.

### Grain & Cereals.

Sciaky, Salomon J., Exporter. . . . .	Salonica.
Seefelder, Hans, Exporter . . . . .	Salonica.
Simeonoglou, Aristides, Exporter . . . . .	Mersine.
Sursock, Aziz, Exporter . . . . .	Tarsus.
Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb. . . . .	Constantinople.
Xanthos, C., Exporter. . . . .	Salonica.

### Groceries.

Cacoulides, J. P. H., Exporter . . . . .	Trebizond.
Capayannides, G., Importer . . . . .	Trebizond.
Economic Co-operative Society, Ltd., Importers . . . . .	Constantinople.
Errera, Isaac G., Importer . . . . .	Salonica.
Eustathopoulos & Co., N., Impors, Arnopoulos Han, St. . . . .	Constantinople.
Goldberg, Tewel, Importer . . . . .	Jerusalem.
Habicht, Braun & Co., Hudson & Laight Sts. . . . .	New York, U.S.A.
Hannania, Joseph, Importer . . . . .	Baghdad.
Hindié Frères, Importers . . . . .	Aleppo.
Hochstrasser & Co., Exporter . . . . .	Trebizond.
Jaburg Brothers, Importers, 10 & 12 Leonard St. . . . .	New York, U.S.A.
Koukaz & Zaloom, Exporters (Syrian Provisions) . . . . .	Beirut.
Leslie & Co., John H., Importers, 29, Lake St. . . . .	Chicago, U. S.A.
Mahokian, A., Exporter . . . . .	Trebizond.
Millioris, François, Importer, Nomico Han 23, 24, Galata . . . . .	Constantinople.
Modiano & Co., Levy V., Exporters . . . . .	Salonica.
Navarro, Emmanuel Is., Importer . . . . .	Salonica.
Navarro M., Exporter . . . . .	Salonica.
» & Mijan, Importers . . . . .	Salonica.
Nemli Zadé Frères, Importers . . . . .	Trebizond.
Rindelaub Rob't C, Importer, Sabit Bey Han, 30/33, Gal. . . . .	Constantinople.
Seefelder, Hans, Importer . . . . .	Salonica.
Xanthos, C., Exporter. . . . .	Salonica.

### Gum Tragacanth.

Abdul Kader El-Khadery, Exporter . . . . .	Baghdad.
Berk, Püttmann & Co., Exporters. . . . .	Baghdad.
Brazzofoli, Max, Exporter . . . . .	Mersine.
Chachaty Frères, Exporters . . . . .	Mersine.
Chasseaud & Co., F. W., Export., Kossova Han, Sirkedji. . . . .	Constantinople.
Parsegh G. Essefian, Exporter, 28, Khorassandji Han, St. . . . .	Constantinople.
Elishaa, Nessim, Exporter . . . . .	Baghdad.
Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, St. . . . .	Constantiople.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamb. . . . .	Constantinople.
Jeboury, Beythoum, Exporter. . . . .	Baghdad.
Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Manachy & Fils, Yauni, Exporters . . . . .	Aleppo.
Manuelian, H. & Co., Exporters . . . . .	Mersine.

Naccache & Fils, Ibr., Exporters . . . . .	Mersine.
Zelvéian, M. & K.S., Exporters. . . . .	Mersine.

### Guts (Sausage Casings).

Abdul Kader El-Khedery, Exporters. . . . .	Baghdad.
Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamb.	Constantinople.
Berk, Püttman & Co., Exporters . . . . .	Baghdad.
Essefian, Parsegh G., Export., 28 Khorassandji Han, St.	Constantinople.
Hecht, Emil, Exporter, Angora Han, Stamboul. . . . .	Constantinople.
Messayeh, R. D., Exporter. . . . .	Baghdad.
Nemli Zadé Frères, Exporters . . . . .	Trebizond.
Schamasch, Gourgie & Co., Exporters . . . . .	Baghdad.
Selian, R. B., Exporter . . . . .	Mersine.
Zarifi, L., Exporter, Hagopian Han, Stamboul . . . . .	Constantinople.

### Hair Curlers.

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

Louisville Cotton Oil Co., Manufacturers and Exporters,	Louisville, Ky., U. S. A.
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### Hardware and Tools.

Altitzoglou Fils, Importer. . . . .	Mersine.
Aperguis & Cie., N. A., Importers, 40, Rue de la Douane	Galata, Constantinople.
Art-s, Henri, Importer . . . . .	Mersine.
Bedrossian, Aram N., Importer, Kutchuk Millet Han . . . . .	Galata, Constantinople.
Berk, Puttnam & Co., Importers . . . . .	Baghdad.
Blum & Levy, Importers . . . . .	Jerusalem.
Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifaat Han.	Galata, Constantinople.
Chisnell & Sons Co., Ltd., George, Galata . . . . .	Constantinople.
Devlin Mfg. Co., Thos., (Carriage & Saddlery Hardware).	Philadelphia, U. S. A.
Di ton & Sons, Henry, P.O.B. 1537 . . . . .	Philadelphia, U. S. A.
Dizengoff, M., Importer . . . . .	Jaffa.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamb . . . . .	Constantinople.
Enriquez, Clement, Importer. . . . .	Baghdad.
Enterprise Mfg. Co., The, Mfrs. & Exp., 3d & Dauphin St.	Philadelphia, U. S. A.
Etablissements Orosdi Back, Importers . . . . .	Constantinople.
Fils de G. Errara & Co., Importers . . . . .	Salonica.
Franghakis & Sinnosoglou, Importers . . . . .	Adana.
Goldenberg & Fils, David . . . . .	Braila, Roumania.
Haim, D., Importer. . . . .	Jaffa.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamb.,	Constantinople.
Kaul, Wilhelm Franz, Importer . . . . .	Angora.
Kuster & Co., R. . . . .	Cairo, Egypt.
Lambichi, M. E., Importer. . . . .	Smyrna.
Manachy, Lorenzo Y., Importer. . . . .	Aleppo.
MacVittie, F. J., Importer . . . . .	Smyrna.
McCaffrey File Co., Mfrs. & Exporters, 5th & Berks St.	Philadelphia, U. S. A.
Milb, E. H., Importer, Galata . . . . .	Constantinople.
Mittler Lock Company Mfrs. & Exporters . . . . .	Philadelphia, U. S. A.
Modiano, J. Is., Importer . . . . .	Salonica.
Montgomery Ward & Co., Exporters . . . . .	Chicago, Ill., U.S.A.
National Specialty Co., Mfrs. & Exp. Lehigh Ave. & Amer. St.	Philadelphia, U. S. A.
North Bros. Mfg. Co., Mfrs. & Exp., Lehigh Ave & Amer. St.	Philadelphia, U. S. A.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata	Constantinople.
Peristiany & Frères, J. Th., Importers . . . . .	Aleppo.
Plumb, Fayette R., Mfr. & Exporter, Bridesburg P.O . . . . .	Philadelphia, U. S. A.

Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamb.	Constantinople.
Sayegh Frères, Importers . . . . .	Beirut.
Schamasch, Gourgie & Co., Importers . . . . .	Baghdad.
Schuep & Cie., Importers . . . . .	Aleppo.
Société Commerciale du Levant, Importers . . . . .	Salonica.
Shabandar, Mahmoud, Importer . . . . .	Baghdad
Tiano, Henri, Importer . . . . .	Salonica.
Vafiades, V., Importer . . . . .	Trebizond.
Werner, Albert, Importer, Arabian Han, Galata. . . . .	Constantinople.

### Harness and Leather Goods.

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

### Hats (Felt.)

Stetson Co., John B., Exporters, 5th & Montgomery Ave.,	Philadelphia, U. S. A.
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### Hides & Leather.

Millioris François, Importer, Nomico Han 23, 24, Galata	Constantinople.
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### Hooks & Eyes.

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

Douad & Abdo, Importers . . . . .	Beirut.
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### Hotels.

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

### Household Utensils.

National Specialty Mfg. Co., Lehigh Ave & Amer. St. . . . .	Philadelphia, U.S.A.
North Bros, Mfg. etc. . . . .	Philadelphia, U.S.A.
The Hoosier Mfg. Co., . . . . .	New Castle, Ind., U.S.A.

### Hydraulic Lime

Sayeg Frères, Importers . . . . .	Beirut.
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### Importers (General).

Abramovitz, Leon P., 80 Calea Moslior . . . . .	Bucharest, Roumania.
Alisaffi, J. . . . .	Samsoun.
Altendorff, Wright & Darr, Ralli Han, Stamboul . . . . .	Constantinople.
Amar & Co., S., Validé Sultan Han, Stamboul . . . . .	Constantinople.
Angelopoulo, Geo . . . . .	Piræus, Greece.
Audi & Frères, S. . . . .	Beirut.
Austro-Oriental Trading Co. Ltd. . . . .	Baghdad.
Baldwin, Theo. A. . . . .	Brussa.
Bensussan, Samuel I. . . . .	Salonica.
Berk, Püttman & Co. . . . .	Baghdad.
Birch, James H. . . . .	Burlington, N.J., U.S.A.
Capayannides, G. . . . .	Trebizond.
Canzuch, Ferdinand, Iki Kouyoulou 28, Pera, . . . . .	Constantinople.
Cariciopoulo, Marc C., 12 Ibrahim Rifaat Han, Galata . . . . .	Constantinople.
Cherry, Louis D., Importer, 52 S. 60th St. . . . .	Philadelphia, U.S.A.
Chisnell & Sons Co., Ltd., George, Galata . . . . .	Constantinople.
Confopoulos, D. G., Alyanak Han, Stamboul . . . . .	Constantinople.

Dobrowolski Ambonetti & Co. . . . .	Salonica.
Farwagi, E., & Fils. . . . .	Jaffa.
Habicht, Braun & Co., Hudson & Laight Strs. . . . .	New York, N. Y., U.S.A.
Haddad, Elias And . . . . .	Beirut.
Haldéopoulo, N.P. . . . .	Trebizond.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, 8 Strada Lipsani . . . . .	Bucharest, Roumania.
The Hills Bros. Co., Beach & Washington Strs . . . . .	New York, N. Y., U.S.A.
Hindié Frères . . . . .	Aleppo.
Hochstrasser, & Co. . . . .	Trebizond.
Jaburg Bros., 1 & 3 Worth Str. . . . .	New York, N. Y., U.S.A.
Khoury, G. & A., Farra . . . . .	Beirut.
Kouroubalekian, Khosrof, Tchetcheyan Han, Galata . . . . .	Constantinople.
Koukaz & Zaloom. . . . .	Beirut.
Kuebler, Jona . . . . .	Jaffa.
Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave	Chicago, Ill., U.S.A.
Lévy, Juda Gabriel . . . . .	Janina, Albania.
Lobel, Père et Fils . . . . .	Salonica.
Loir, Edouard . . . . .	Beirut.
Misrachi, Edouard . . . . .	Salonica.
Mitrani, Joseph, Importer . . . . .	Adrianople.
Modiano, Fils de S. D . . . . .	Salonica.
Mossery, Albert . . . . .	Salonica.
Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamb.	Constantinople.
Nowill & Co., Sidney, Kevork Bey Han, Galata . . . . .	Constantinople.
Petsaly, S. . . . . Alexandria, Cairo & Port-Said	Egypt.
Rindelaub, Rob't C., Sabit Bey Han 30-33, Galata. . . . .	Constantinople.
Sayegh Frères . . . . .	Beirut.
Schragger & Nelle, Setian Han, 30, Stamboul. . . . .	Constantinople.
Schuep & Co. . . . .	Aleppo.
Seager & Co., Walter, Tchিনিli Richtim Han, Galata. . . . .	Constantinople.
Shabandar, Mahmoud. . . . .	Baghdad.
Sirgi & Co., M. . . . .	Beirut.
Tennant Sons & Co., C., 100, William Street . . . . .	New York, N. Y., U.S.A.
Trad, P. & M. . . . .	Beirut.

#### Information Bureaus.

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

Aligranti, Victor, Yeni Han, Sirkedji, Stamboul . . . . .	Constantinople.
Chamarakis, E. D . . . . .	Rethymno, Crète.
Compte-Calix & J. G. Saverio, 7 Rue Tchinar, Galata.	Constantinople.
Curmusi, Theo. N., Tchিনিli Richtim Han, Galata. . . . .	Constantinople.
Farwagi, E., & Fils. . . . .	Jaffa.
Gelat, Elias Thomas, Fire, Life & Accident. . . . .	Jerusalem.
Grech, Alfred . . . . .	Dardanelles.
Hancock & Wood. . . . .	Patras, Greece.
Kuebler, Jona . . . . .	Jaffa.
Levin, Alter. . . . .	Jerusalem.
Liverpool & London & Globe Insurance Co., Galata . . . . .	Constantinople.
Loir, Edouard . . . . .	Beirut.
Molho, Isaac . . . . .	Salonica.
Nahama & Cie., J. . . . .	Salonica.
Philippou, A. . . . .	Janina, Albania.
Romeo, Francis L . . . . .	Alexandria, Egypt
Sciaky & Co., Victor. . . . .	Salonica.

Seager & Co., Walter, Tchibili Richtim Han, Galata . . .	Constantinople.
Sellar, A. W., & Co., Altiparmak Han, Stamboul . . .	Constantinople.
Strick, Scott & Co., Ltd. . . . .	Baghdad.
Vandegrift & Co., F. B., 12-25, Whitehall Street . . .	New York, N.Y., U.S.A.
Varbetian, L. & L. . . . .	Smyrna.
Whittall, Saltiel Co. Ltd. . . . .	Salonica.
Whittall & Co., J.W., Kenadjian Han, Stamboul . . .	Constantinople.
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.
Essayan & Frères, Hagop, Importers, Sirkedji, 46 . . .	Stamboul, Constantinople
Goldenberg & Fils, David . . . . .	Braila, Roumania.
Haldéopoulo, N.P., Importer. . . . .	Trebizond.
Hochstrasser & Co., Importers . . . . .	Trebizond.
» » » » . . . . .	Samsoun
Navarro, Isaac J., Importer . . . . .	Salonica.
Nemli Zadé Frères, Importers . . . . .	Trebizond.
Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamb.	Constantinople.
Trussed Concrete Steel Co., Exporters . . . . .	Detroit, Mich., U.S.A.
United States Steel Products Co., Exporters, 30, Church St.	New York, N.Y., U.S.A.
Werner, Albert, Arabian Han, Galata . . . . .	Constantinople.

### Jewelry.

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

### Kitchen Cabinets.

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

Abdo Bros., George, Exporters. . . . .	Beirut.
Audi & Frères, S., Manufacturers & Exporters . . . . .	Beirut.
Elias Abu Samra & Fils, Exporters . . . . .	Beirut.
Fares and Geo. Farah., Exporters. . . . .	Beirut.
Gelat, Elias Thomas, Exporter . . . . .	Jerusalem.
Kabbaz & Co., P. A., Exporters . . . . .	Aleppo.
Koukaz & Zaloom, Exporters . . . . .	Beirut.
Megarbané, G. H., Exporter . . . . .	Aintab.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamb.	Constantinople.
Sadullah, R. Levy & Mandil, Exprs, Mahm. Pasha, 232, St.	Constantinople.

### Leather.

Abdeni & Co., G.G., Importers. . . . .	Aleppo.
Berk, Püttmann & Co., Importers . . . . .	Baghdad.
Blattner, Andrew, repr. Stone, Timlow & Co. . . . .	Constantinople.
Elkiatib, Salim, Importer, Elkiatib Han . . . . .	Constantinople.
Enriquez, Clemente, Importer . . . . .	Baghdad.
Eustathopoulo, & Co., N., Exprs, Arnopoulo Han, St.	Constantinople.
Foerd rer, Inc., Robert H., Mfrs. & Exporters, Frankford.	Philadelphia, U. S. A.
Fulias & Co., Importers, Abid Han, Galata. . . . .	Constantinople.
Haddad, Elias And., Importer . . . . .	Beirut.
Hananel, N.B., Imp., Meydandjik, Xanthopoulo Han, St.	Constantinople.

Jean Hauser, Mgr. Société Anonyme, pour l'Exportation et l'Importation, Importer, 8 Strada Lips cani . . .	Bucharest, Roumania.
Jaboury, Beythoum, Importer, . . . . .	Baghdad.
Kabbaz & Co., P.A., Importers. . . . .	Aleppo.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamb.	Constantinople.
Lynch & Co., Stephen, Importers. . . . .	Baghdad.
Maulwurf, Ed., Importer & Exporter . . . . .	Salonica.
Matthews & Co., C. J., Mfrs. & Exporters, 417, Arch St.	Philadelphia, U. S. A.
McNeely & Price, 170 & 4th St., Mfrs. & Exporters . .	Philadelphia, U. S. A.
Messayeh, R.D., Importer . . . . .	Baghdad.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata . .	Constantinople.
Modiano, Saül Is., Importer & Exporter . . . . .	Salonica.
Peristiany & Frères, J. Th., Importers. . . . .	Alexandretta.
Sarantis Frères, 19, 20 Omar Abid Han, Galata. . . .	Constantinople.
Serefas, D., Importer & Exporter. . . . .	Salonica.
Sourlangas Fils, E.N., Importers, Kossova Han, Stamb.	Constantinople.
Sourlangas, Stylianos E., Mfr. . . . .	Mitylene.
Stone, Timlow & Co., Manufacturers . . . . .	Boston, Mass., U. S. A.
Stratoulis & Tsampiras, Importers. . . . .	Athens, Greece.
Wolfner, Joseph, Exporter. . . . .	Belgrade, Servia.
Xanthos, C., Importer & Exporter . . . . .	Salonica.

**Leggings.**

Rosenwasser Bros, Mfrs. and Exporters, 412, Broadway,	New York, U. S. A.
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**Licorice Root.**

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

**Light (in Fire-Proof Buildings.)**

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

Avigdor, N. S., Inayet Han, 67, 78 Stamboul. . . . .	Constantinople.
Elowe, Raphael, J., Importer. . . . .	Baghdad.
Seferiades, S.A., Importer. . . . .	Smyrna.
Welsbach Co., Mfrs. & Exporters. . . . .	Gloucester, N.J., U. S. A.

**Liniments.**

Curtis & Brown Mfg. Co., Exprs., 215-217, Fulton St.	New York, U.S.A.
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**Linoleum & Oil Cloth.**

Errera & Co., Fils de G. Importers . . . . .	Salonica.
Scheffels, Otto, Importer, Elkiatib Han, Stamboul. . .	Constantinople.

**Lithographers.**

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

**Locks**

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

**Locomotives.**

Baldwin Locomotive Works, Mfrs., Broad & Spring Garden St.	Philadelphia, U.S.A.
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**Lozenges.**

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

Eugenides, & Co, Eug. Arabian Han, Galata. . . . .	Constantinople.
Khouri Farrab, K. & B., Importers . . . . .	Beirut.
Serefas, D., Importer . . . . .	Salonica.

**Machinery.**

Aboaf & Co., A., Importers, P.O.B. 366. . . . .	Cairo Egypt.
Aperguis & Cie., N. A., Importers, Bahtiar Han, Galata.	Constantinople.
Balladur, Chas .P., Importer. . . . .	Smyrna.
Berk, Pütmann & Co., Importers . . . . .	Baghdad.
Blokey, Cree & Co., Importers. . . . .	Baghdad.
Cardwell Machine Co., Exporters . . . . .	Richmond, Va., U.S.A.
Chipman Limited, 10 Bridge St. . . . .	New York, N.Y., U.S.A.
Chirin, Leon, M. E., Importer, Kenadjian Han, Stamb.	Constantinople.
Chisnell & Sons Co., Ltd., George, Importers: . . . .	Constantinople.
Coenca Frères, Importers, 38 Ave. de la Sub. Porte, St.	Constantinople.
Dizengoff, M., Importer . . . . .	Jaffa.
Fairbank Co., The N. K., Exporters, 7 Dearborn St., .	Chicago, Ill., U.S.A.
Farquhar, A. B., & Co., Export., Cotton Exchange Bldg.	New York, N.Y., U.S.A.
Frangakis, Ant. Ch., Importer . . . . .	Aleppo.
Fairbanks Co., Exporters . . . . .	New York, N.Y., U.S.A.
Goldenberg & Fils, David . . . . .	Braila, Roumania.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, Importers, 8 Strada Lipsani. . .	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.	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.
Sprout-Waldron Co., Flour, Meal & Feed Machinery .	Muncy, Pa., U. S. A.
Western Wheeled Scraper Co., Mfrs & Exporters . . .	Aurora, Ill., U.S.A.
Zarifi, L., Importer, Hagopian Han, Galata. . . . .	Constantinople.

**Machine Tools.**

Fairbanks Co., Exporters. . . . .	New York, N.Y., U.S.A.
Niles-Bement-Pond Co., Exporters, 111, Broadway . .	New York, N.Y., U.S.A.
Pratt & Whitney Co., 111, Broadway, Exporters . . .	New York, N.Y., U.S.A.
Sellers & Co., Inc., William, Mfrs. & Exp., 1600 Hamilton St.	Philadelphia, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata . . .	Constantinople.

**Maize Oil.**

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

**Marbles.**

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

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

Compte-Calix, J., & J. G. Saverio, 7 Rue Tchinar, Galata.	Constantinople.
Mouzalas, Basil A. . . . .	Mitylene.
Sourlangas, Stylianos E. . . . .	Mitylene.
Vassiliou, Pittacos A. . . . .	Mitylene.
Whittall & Co., J. W., Kenadjian Han, Stamboul. . .	Constantinople.

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

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

**Metal Shapes (Pressed)**

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

Sprout-Waldron Co., Mfrs. & Engineers. . . . .	Muncy Pa., U. S. A.
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**Minerals.**

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

**Mortar Stains**

Pecora Paint Co., 4th & Venango Sts. . . . .	Philadelphia, U. S. A.
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**Mother of Pearl.**

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

**Motor Boats and Motors,**

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

**Motor Trucks.**

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

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

**Nails (Wire).**

Essayan & Frères, Hagop, Importers, Sirkedji, 47 . . . . .	Stamboul, Constantinople
United States Steel Products Co., Exporters, 30 Church St.	New York, N.Y., U.S.A.

**Nuts and Seeds.**

Alexandrides, P. & N., Exporters . . . . .	Kerassun
Barff & Co, Ltd., P. G., Exporters . . . . .	Smyrna.
Cacoulides, G. N., Exporter . . . . .	Trebizond.
Cacoulides, J. P. H., Exporter . . . . .	Trebizond.
Cherry, Louis D., Importer, 52 S. 60th St. . . . .	Philadelphia, U. S. A.
Elishaa, Nessim, Exporter. . . . .	Baghdad.



Fidao & Co., F., Exporters . . . . .	Smyrna.
Fils de Jacob Scialom, Exporters . . . . .	Salonica.
Habicht, Braun & Co., Hudson & Laight Sts. . . . .	New York.
Hadjantony, Ant. B., Exporter . . . . .	Smyrna.
Hadjopoulo, D. B., Importer, 29 Broadway. . . . .	New York, U.S.A.
Haldéopoulo, N. P., Exporter. . . . .	Trebizond.
The Hills Bros. Co., Importers, Beach & Washington Sts.	New York, U.S.A.
Hochstrasser & Co., Exporters . . . . .	Trebizond.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamb.	Constantinople.
Jaburg Bros., 1 & 3 Worth Street, Importers . . . . .	New York, U.S.A.
Kabbaz & Co., P. A., Exporters. . . . .	Aleppo.
Keun, Lavino, & Co., Exporters . . . . .	Smyrna.
Lemmi Frères, G., Exporters . . . . .	Ordou.
Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Mahokian, A., Exporter . . . . .	Trebizond.
Manachy, Lorenzo Y., Exporter. . . . .	Aleppo.
Mitrani, Joseph, Exporter . . . . .	Adrianople.
Mumdjian Bros., Exporters . . . . .	Trebizond.
Pisani, Geo. C., Exporter . . . . .	Kerassund.
Reggio, Abel, Importer, 105, Hudson Street . . . . .	New York, U.S.A.
Reggio & Co., Ant., Exporters . . . . .	Smyrna.
Scialom & Co., Albert, Exporters. . . . .	Salonica.
Spathopoulo Frères, P., Exporters. . . . .	Kerassund.
Spencer Importing and Trading Co., 163 Greenwich St.	New York, U.S.A.
Stock & Mountain, Exporters, Korassandji Han, Stamb.	Constantinople.
The Levant Products Trading Co., Impr., 38-40, W 32 St.	New York, U.S.A.
United Confectioners Supply Co., Importers, Greenwich St.	New York, U.S.A.
Warde, Naasan & Co., Exporters, (Apricot Stones) . . . . .	Beirut.
Whittall, Saltiel Co., Exporters. . . . .	Salonica.
Whittall & Co., C., Exporters . . . . .	Smyrna.
Whittall & Co., J. W., Exporters, Kenadjian Han.	Stamboul, Constantinople

### Office Supplies & Appliances.

Mann Co., Wm., 529 Market St. . . . .	Philadelphia, U.S.A.
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### Oils (Lubricating, etc.).

Aboaf & Co., A., Importers, P.O.B. 366 . . . . .	Cairo, Egypt.
Audi & Frères, S., Importers . . . . .	Beirut.
Baldwin, Theo. A. . . . .	Brussa.
Blockey, Cree & Co., Importers. . . . .	Baghdad.
Brazzafolli, Max, Importer . . . . .	Mersine.
Canzuch, Ferdinand. (Fr. Ferkir's Erben) Importers. . . . .	Constantinople.
Chasseaud & Co., F. W., Importers, Kossova Han, Sirkedji	Constantinople.
Chrissafidès & Georgiadès, Importers, Galata . . . . .	Constantinople.
Cohen Mordoh & Cie., Importers . . . . .	Salonica.
Crew-Levick Company, Refiners & Exporters . . . . .	Philadelphia, U.S.A.
Frangakis, Ant. Ch., Importer . . . . .	Aleppo.
Franghakis & Sinnosoglou, Importers. . . . .	Adana.
Giraud, O., Importer, Agopian Han, Galata. . . . .	Constantinople.
Hauser, Jean, Mgr. Société Anonyme pour l'Importation et l'Exportation, Importers, 8 Strada Lipsani . . . . .	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han . . . . .	Stamboul, Constantinople
Loutfalla, Georges, Importer . . . . .	Adana
Matteossian, Leon, Importer, Tevekel Han, Galata. . . . .	Constantinople.
Millischitsch, Ilija Importers . . . . .	Belgrade, Servia.
Millioris, François, Importer, Nomico Han 23, 24, Galata	Constantinople.

Modiano, Joseph Is., Importer . . . . .	Salonica.
Modiano & Cie., Levy V., Importers. . . . .	Salonica.
Pharaon, Issa, Schoucair & Co., Importers Mineral Oils	Beirut.
Strick, Scott & Co., Importers . . . . .	Baghdad.
Tasartes & Barzilaï, Importers, Tohafdji Han, Stamboul	Constantinople.
Vacuum Oil Co., Exporters. . . . .	Rochester, N. Y., U.S.A.
» » » . . . . .	Cairo, Egypt.
» » » . . . . .	Jaffa, Palestine.
» » » . . . . .	Beirut, Syria.
Standard Oil Co., Exporters . . . . .	New York, N. Y., U.S.A.
Vafiades, V., Importer . . . . .	Trebizond.
Werner, Albert, Importer, Arabian Han, Galata . . .	Constantinople.
Zarifi, L., Importer, Agopian Han, Galata . . . . .	Constantinople.

#### Oil Tank Trucks.

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

Amar & Cie., S., Importers, Validé Sultan Han, Stamboul	Constantinople.
Artus, Henri, Importer . . . . .	Mersine.
Brazzafolli, Max, Importer . . . . .	Mersine.
Canzuch, Ferd. (Friederich Ferkir's Erben) Importers .	Constantinople.
Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifaat Han.	Galata, Constantinople.
Chachaty Bros., Importers. . . . .	Mersine.
Chrissafidès & Georgiadès, Importers, Galata . . . . .	Constantinople.
Cohen Mordoh & Cie., Importers . . . . .	Salonica.
Coufopoulos. D. G., 25 Buyuk Millet Han, Galata . . .	Constantinople.
Eustathopoulo, Nap., & Co., Importer, Arnopoulo Han,	Stamboul, Constantinople
Frankfort, M., 200, Produce Exchange. . . . .	New York, N. Y., U.S.A.
Fulias & Cie., Importers, Abid Han, Galata . . . . .	Constantinople.
Hammer & Hirzel, Importers, Buyuk Yéni Han, Stamboul	Constantinople.
Hug & Co., J., Importer. . . . .	Cairo, Egypt.
Juda & Salmona, Importers . . . . .	Salonica.
Klonski, A. H., Importer . . . . .	Hebron.
Matteossian, Leon, Importer, Tevekel Han, Galata. . .	Constantinople.
Milischitsch, Ilija, Importer . . . . .	Belgrade, Servia.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata . .	Constantinople.
Millioris, François, Importer, Nomico Han 23, 24, Galata	Constantinople.
Mitrani, J. . . . .	Adrianople.
Modiano & Cie., Levi V., Importers. . . . .	Salonica.
Molbo, Isaac, Importer . . . . .	Salonica.
Mumdjian Bros, Importers. . . . .	Trebizond.
Navarro, Em. Is., Importers . . . . .	Salonica.
Pharaon, Issa, Schoucair & Co., Importers . . . . .	Beirut.
Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata	Constantinople.
Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . .	Constantinople.
Seefelder, Hans, Importer . . . . .	Salonica.
Sourlangas Fils, E. N., Importers, Kossova Han, Stamb.	Constantinople.
Suftern & Co., Exporters, 90-96 Wall St. . . . .	New York, N. Y., U.S.A.
Tasartez & Barzilaï, Importers, Tohafdji Han, Stamboul	Constantinople.
Tiano, Henri, Importer . . . . .	Salonica.
Xanthos, C., Importer. . . . .	Salonica.
Zelvéian, M. & K. S., Importers . . . . .	Mersine.
Zarifi, L., Importer, Agopian Han, Galata . . . . .	Constantinople.

#### Olives and Olive Oil.

Alazza, Dem. H., Exporter . . . . .	Mitylene.
Barff & Co., Ltd., P.G., Exporters . . . . .	Smyrna.

Chamarakis, E. D., Exporter . . . . .	Rethymno, Crete.
Cherry, Louis D., Importer, 52 S. 60th St. . . . .	Philadelphia, U. S. A.
Coulevas, M. & A., Exporters . . . . .	Piraeus, Greece.
Fidao & Co., F., Exporters . . . . .	Smyrna.
Hadjopoulos, D.B., Importer, 29 Broadway. . . . .	New York, N.Y., U.S.A.
Keun, Lavino & Co., Exporters . . . . .	Smyrna.
Reggio & Co., Ant., Exporters . . . . .	Smyrna.
Whittall & Co., C., Exporters . . . . .	Smyrna.

**Opium.**

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

**Optical Goods.**

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

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

**Packers.**

Maison Psalty, Rue Kabristan, Pera. . . . .	Constantinople.
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**Paper.**

Albemarle Paper Manufacturing Co. . . . .	Richmond, Va., U.S.A.
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**Paints, Enamels and Varnishes.**

Blum & Levy, Importers . . . . .	Jerusalem.
Chrissafidès & Georgiadès Importers, Galata. . . . .	Constantinople.
Franghakis & Sinnossoglou, Importers. . . . .	Adana.
Khabbaz & Co., Importers. . . . .	Aleppo.
Pecora Paint Co., Mfrs. & Exporters, 4th & Venango Sts.	Philadelphia, U. S. A.

**Patent Medicines-see Drugs.****Perfumery.**

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

**Petroleum.**

Angelopoulo, George . . . . .	Piraeus, Greece.
Canzuch, Fernand, F., (Fr. Ferker's Erben) Importers . . . . .	Constant nople.
Crew-Levick Co., Refiners & Producers, Land Title Bldg.	Philadelphia, U. S. A.
Florian, R., Str. Stavropoulos 6. . . . .	Bucharest, Ronmania.
Kaul, Wilhelm Franz, Importer . . . . .	Angora.
Lykiardopoulos Fils, A., Importers . . . . .	Mersine.
Philippou, A., Importer . . . . .	Janina, Albania.

Vacuun Oil Co., Exporters . . . . .	Rochester, N. Y., U. S. A.
» » » Importers . . . . .	Jaffa.
» » » » . . . . .	Beirut.
» » » » . . . . .	Cairo, Egypt.
Standard Oil Co., Exporters . . . . .	New York, N. Y., U. S. A.
» » » Importers . . . . .	Constantinople.

**Pitch.**

Barrett Mfg. Co., Exporters, Morris Bldg. . . . .	Philadelphia, U. S. A.
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**Physicians and Dentists.**

Brautman, Sylvan, Physician and Dentist . . . . .	Salonica.
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**Pianos, Piano Players, &c.**

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

**Pistachio Nuts.**

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

**Pipes (Gas, Water, etc.)**

Matteossian, Leon, Importer, Tevekkel Han, Galata . .	Constantinople.
Scheffels, Otto, Importer, Elkiatib Han, Stamboul. . .	Constantineple.
United States Steel Products Co., Exporters, 30 Church St.	New York, N.Y., U.S.A.
Werner, Albert, Importer, Arabian Han, Galata. . . .	Continople.

**Pipe Tools.**

Reed Manufacturing Co., Exporters . . . . .	Erie, Pa., U. S. A.
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**Plumbing Fixtures.**

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

The United States Playing Card Co., Mfrs. & Exporters	Cincinnati, Ohio, U.S.A.
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**Printing & Printers' Requisites.**

American Press . . . . .	Beirut.
Levant Herald, The. . . . .	Constantinople.
Mann Co., Wm., 529 Market St . . . . .	Philadelphia, U. S. A.
Matteossian, Vahan H., Am. Bible House. Stamboul.	Constantinople.

**Printing Paper.**

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

**Pulleys & Pressed Metal Shapes.**

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

Altitzoglou Fils J., Importers . . . . .	Mersine.
Avedissian & Kechichian, Importers . . . . .	Adana.
Flint & Walling Mfg. Co., Exporters . . . . .	Kendallville, Ind., U.S.A.
Frangakis, Ant. Ch. Importer . . . . .	Aleppo.
Franghakis & Sinnossoglou, Importers. . . . .	Adana.
Louffalla, Georges, Importer . . . . .	Adana.

Matteossian, Leon, Tevekel Han, Galata . . . . .	Constantinople.
Rumsey & Co. Ltd., Exporters . . . . .	Seneca Falls, N. Y., U.S.A.
Southwork Foundry & Machine Co., Wash. Ave & 5th St.	Philadelphia, U.S.A.

**Puttee.**

Rosenwasser Bros., Mfrs. & Exporters, 472 Broadway.	New York, U. S. A.
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**Railway Material**

Baldwin Locomotive Works, Broad & Spring Garden St.	Philadelphia, U.S.A.
Brill Co., The J. G., 62 d St. & Woodland Ave. . . . .	Philadelphia, U.S.A.
Essayan & Frères, Hagop, Importers, Sirkedji 46, Stamb.	Constantinople.
Standard Steel Works Co., Tires, Wheels, etc., Morris Bldg.	Philadelphia, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata . . . . .	Constantinople.

**Razors & Blades.**

Gillette Safety Razor, Ltd., 40-44 Holborn Viaduct. . . . .	London, England.
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**Road Making Machinery.**

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

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

Canzuch, Ferdinand (Fr. Ferkir's Erben) Importers . . . . .	Constantinople.
Damiani, Barnabé, Importer . . . . .	Jerusalem.
Etablissements Orosdi-Back, Importers. . . . .	Constantinople.
Hananel, N. B., Importer, Ekbérié Han, Farakdjilar, St.	Constantinople.
Hindié Frères, Importers . . . . .	Aleppo.
Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera . . . . .	Constantinople.
Quaker City Rubber Co., Mfrs. & Exporters, 629 Market St.	Philadelphia, U.S.A.
Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . . . .	Constantinople.
Varbetian, L. & L., Importers . . . . .	Smyrna.

**Safes.**

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

**Saw Mill Machinery.**

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

Simeonoglou, Aristidès, Exporter . . . . .	Adana.
Whittall & Co., J. W., Exporters, Kenadjian Han, St. . . . .	Constantinople.

**Sesame Seed Oil.**

Naccachè & Fils, Ibr., Exporters . . . . .	Mersine.
Zelvéian, M. & K. S., Exporters . . . . .	Mersine.

**Sewing Machines.**

Kevork Skender, K. & D., Importers . . . . .	Baghdad.
Lambichi, M. E., Importer . . . . .	Smyrna.
Sadullah, R. Levy & Mandil, Imp., Mah. Pacha, Stamb.	Constantinople.
Singer Manufacturing Co., Importers . . . . .	Constantinople.
»       »       »       » . . . . .	Cairo, Egypt.
»       »       »       » . . . . .	Beirut.
»       »       »       » . . . . .	Salonica.

**Shipping & Shipping Agents.**

Achaia S. S. Co., Ltd. . . . .	Patras, Greece.
Alevra, D. G. . . . .	Smyrna.
Aligranti, Victor, Yeni Han, Sirkedji, Stamboul . . . .	Constantinople.
American Express Co., 17, Piazza Nunziata . . . . .	Genoa, Italy.
Angelopoulo, George . . . . .	Piræus, Greece.
Anglo-American Nile Navigation Co. . . . .	Cairo, Egypt.
Archipelago American Steamship Co. . . . .	Beirut.
» » » » . . . . .	Constantinople.
» » » » . . . . .	Smyrna.
» » » » . . . . .	Mersine.
Artus, Jean . . . . .	Smyrna.
Barff & Co., Ltd., P. G. . . . .	Rethymno, Crete.
Chamarakis, E. D. . . . .	Constantinople.
Cunard Steamship Co., Tchিনি Rihtim Han, Galata. . . .	
Curmusi, Theo. N., Tchিনি Rihtim Han, Galata, Agent for Austro-American S. S. Line & Achaia S. S. Co. . . .	Constantinople.
Eliades & Mouka, . . . . .	Smyrna.
Farwagi, E., & Fils. . . . .	Jaffa.
Fli Cauchi. . . . .	Salonica.
Grech, Alfred . . . . .	Dardanelles.
Hancock & Wood. . . . .	Patras, Greece.
Hochstrasser & Co. . . . .	Samsoun.
» » . . . . .	Trebizond.
Hoffmann, S. & W. . . . .	Belgrade, Servia.
Keubler, Jona . . . . .	Jaffa.
Khouri, G. & A., Farra . . . . .	Beirut.
Laughton & Co., 42 Perchembé Bazar, Galata . . . .	Constantinople.
Louisides & Co., P. J. . . . .	Larnaca, Cyprus.
Mavrommati, André . . . . .	Mersine.
Maulwurf, E. . . . .	Salonica.
Messageries Maritimes. . . . .	Cairo, Egypt.
Molho, Isaac, . . . . .	Salonica.
Nahama & Co. . . . .	Salonica.
Petsaly, S. . . . .	Alexandria, Cairo & Port-Said, Egypt.
Philippou, A. . . . .	Janina, Albania
Phostiropoulo Frères . . . . .	Trebizond.
Rees & Co., Ltd., T. Bowen . . . . .	Smyrna.
Reppen, Theo., Arabian Han, Galata . . . . .	Constantinople.
Schenker & Co. . . . .	Belgrade, Servia.
Seager & Co., Walter, Tchিনি Rihtim Han, Galata . . .	Constantinople.
Strick, Scott & Co., Ltd. . . . .	Constantinople.
Theodoridi & Co. . . . .	Braila, Roumania.
Turnbull, Jr., & Somerville . . . . .	Valetta, Malta.
Vandegrift & Co., F.B., 15-25 Whitehall St. . . . .	New York, N. Y., U. S. A.
Whittall & Co., J. W., Kenadjian Han, Stamboul. . .	Constantinople.
Whittall & Co., C. . . . .	Smyrna.
Yannoulato, Ant. G., Abid Han, Galata. . . . .	Constantinople.

**Shoe Polish (Polishing Sets, etc.)**

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

**Silicate of Soda & Heavy Chemicals.**

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

**Silk.**

Belart Lanz, F., Exporter, Ihsan Bey Han, Stamboul, . Constantinople.

Fulias & Co., Exporters, Abid Han, Galata. . . . . Constantinople.

Mitrani, Joseph, Exporter . . . . .	Adrianople.
Sayegh & Fils, A. P., Exporters . . . . .	Alexandretta.

**Silk Goods.**

Maghak, Fat. D., Importer . . . . .	Baghdad.
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**Silver Ware.**

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

**Skates (Roller and Ice).**

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

Abdul Kader El-Khedery, Exporter . . . . .	Baghdad.
Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul	Constantinople.
Austro-Oriental Trading Co., Ltd., Exporters . . . . .	Baghdad.
Berk, Pütman & Co., Exporters . . . . .	Baghdad.
Blattner, Andrew . . . . .	Constantinople.
Chachaty Frères, Exporters . . . . .	Mersine.
Coenca Frères, Exp., 38 Ave. de la Sublime Porte, St.	Constantinople.
Essefian, Parsegh G., Exporter, Sirkedji, Stamboul . .	Constantinople.
Fresco, Fils d'Aslan, Exporters, Manoukian Han, 15, Gal.	Constantinople.
Gelat, Elias Thomas, Exporter (Sheep & Goat) . . . .	Jerusalem.
Hannania & Son Showa, Joseph, Exporters . . . . .	Baghdad.
Hecht, Emil, Importer & Exporter, Angora Han, Stamb.	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .	Constantinople.
Jeboury, Beythoum, Exporter . . . . .	Baghdad.
Klonski, A. H., Exporter . . . . .	Hebron.
Langridge, F.F., Exporter . . . . .	Baghdad.
Lynch & Co., Steven, Exporters . . . . .	Baghdad.
Mahokian, A., Exporter . . . . .	Trebizond.
Manuelian, H., & Co., Exporters . . . . .	Mersine.
Maulwurf, E., Exporter . . . . .	Salonica.
Messayeh, Joseph J., Exporter . . . . .	Baghdad.
Modiano, Saul Is., Exporter, . . . . .	Salonica.
Nemli Zadé Frères, Exporters . . . . .	Trebizond.
Oriental Skin Co., Exporters, Khorassandji Han, Stamb.	Constantinople.
Pesnikidis, P., Exporter . . . . .	Salonica.
Sarfati, Joseph, Exporter, Germania Han, 10, 12, Stam.	Constantinople.
Schamasch, Gourgie & Co., Exporters . . . . .	Baghdad.
Stock & Mountain, Exporters, Khorassandji Han, Stamb.	Constantinople.
Stone, Timlow & Co. . . . .	Boston, Mass., U.S.A.
Wolfner, Joseph, Exporter . . . . .	Belgrade, Servia.
Xanthos, C., Exporter, . . . . .	Salonica.

**Soap.**

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

**Sporting Goods.**

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

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

**Stationery.**

Economic Co-operative Society Ltd., Importers . . . . .	Constantinople.
Mann Co., Wm., Exporters, 529 Market St. . . . .	Philadelphia, U.S.A.
Matteossian, V.H., Importer, American Bible House . . . . .	Constantinople.
Modiano Frère & Fils, Isaac, Importers . . . . .	Salonica.
Siev Bros., Merchants . . . . .	Jerusalem.
Société Commerciale du Levant, Importers . . . . .	Salonica.

**Stone Handling Machinery.**

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

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

**Suit Hangers**

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

Goldenberg & Fils, David . . . . .	Braila, Roumania.
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**Telegraph Service.**

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

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

**Tents.**

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

Adamopoulo, A.C., Exporter . . . . .	Smyrna.
African Cigar Co., Ltd., The, Exporters, 8 A Lycourgos St. . . . .	Athens, Greece.
American Tobacco Co. . . . .	Salonica.
American Tobacco Co. . . . .	Smyrna.
Coenca Frères, Exp., 38 Ave. de la Sublime Porte St. . . . .	Constantinople.
Nemli Zadé Frères, Exporters . . . . .	Trebizond.
Oriental Tobacco Trading Co., Ltd., Exporters . . . . .	Salonica.
Pesnikidis, P., Exporter. . . . .	Salonica.
Pirococco, Christo, Exporter . . . . .	Smyrna.
Serefas, D., Exporter . . . . .	Salonica.
The Levant Products Trading Co., Impr., 38-40, W. 32 St. . . . .	New York, U.S.A.
The Surbrug Co., Importers . . . . .	New York, U.S.A.

**Tools.**

Disston & Sons, Henry, P.O.B 1537 . . . . .	Philadelphia, U.S.A.
McCallrey File Co., 5th & Berk Sts. Files & Rasps . . . . .	Philhdelphia, U.S.A.

**Tooth Powder.**

Curtis & Browns Mfg. Co., Exprs., 215-217 Fulton St., . . . . .	New York, U.S.A.
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**Tourist Agencies.**

Anglo-American Nile Navigation Co. . . . .	Cairo, Egypt.
Cook & Son, Thos. . . . .	Constantinople.

**Turkish Delight.**

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

Abramovitz, Leon P., Calea Moslior, 80 . . . . .	Bucharest, Roumania.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul	Constantinople.
Hammond Typewriter Co., 69th to 70 Sts., East River	New York, N.Y., U.S.A.
Kouroubalekian, Khosrof, General Agent for Turkey of the Royal Typewriter Co. of New York, Buyuk Tunnel Han, Galata . . . . .	Constantinople.
Lambichi, M. E., Importer . . . . .	Smyrna.
Monarch Visible Typewriter Co., Ltd., 165 Queen Vict. St.	London, E. C., England.
Nowill & Co., Sidney, General Agents for Turkey of the Remington Typewriter Co. of New York, Kevork Bey Han, Galata . . . . .	Constantinople.
Remington Typewriter Co., 100 Grace Church St. . .	London, E. C., England.

**Umbrellas.**

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

Rubin, Samuel. . . . .	Jerusalem.
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**Valonia.**

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

Hadjopoulos, D.B., Importer, 29, Broadway . . . . .	New York, N.Y., U.S.A.
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**Ventilation (in Fire-Proof Buildings.)**

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

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

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

**Wines and Liquors.**

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

**Wire (barbed, plain, etc.)**

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

Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamb.	Constantinople.
Asfar & Co., Pressing Factory and Exporters . . . . .	Baghdad.
Artus, Henri, Exporter . . . . .	Mersine.
Austro-Oriental Trading Co. Ltd., Exporters . . . . .	Baghdad.
Berk, Püttmann & Co., Exporters . . . . .	Baghdad.
Blockey, Cree & Co., Exporters. . . . .	Baghdad.
Chachaty Frères, Exporters . . . . .	Mersine.
Elishaa, Nessim, Exporter . . . . .	Baghdad.
Elowe, Raphael J., Exporter . . . . .	Baghdad.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata. . . . .	Constantinople.
Gulbenkian Bros. & Co., Exporters, Stamboul . . . . .	Constantinople.
Hadjopoulos, D. B., Importer, 29 Broadway . . . . .	New York, N.Y., U.S.A.
Hecht, Emil, Exporter, Angora Han, Stamboul . . . . .	Constantinople.
Hindié, Elias, Exporter . . . . .	Aleppo.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamb.	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .	Constantinople.
Jeboury, Beythoum, Exporters . . . . .	Baghdad.
Kaul, Wilhelm Franz, Importer . . . . .	Angora.
Keun, Lavino & Co., Exporters. . . . .	Smyrna.
Klonsky, A. H., Exporter . . . . .	Hebron.
Lemmi Frères, G., Exporters . . . . .	Ordou.
Langridge, F. F., Exporter . . . . .	Baghdad.
Lynch & Co., Stephen, Exporters, Baghdad . . . . .	Baghdad.
Marcopoli & Co., V., Exporters . . . . .	Aleppo.
Manachy, Lorenzo Y., Exporter . . . . .	Aleppo.
Manuelian, H., & Co., Exporters . . . . .	Mersine.
Maulwurf, E., Exporters . . . . .	Salonica.
Mégarbané & Fils, Habib, Exporters . . . . .	Aleppo.
Messayeh, R. D., Exporter . . . . .	Baghdad.
Modiano, Saül Isaac, Exporter . . . . .	Salonica.
Obégi & Co., Charles., Exporters . . . . .	Aintab.
Oriental Skin Co., Exporters, Khorassandji Han, Stamb.	Constantinople
Pesnikidis, P., Exporter . . . . .	Salonica.
Schamasch, Gourgie, & Co., Exporters. . . . .	Baghdad.
Serefas, D., Exporter . . . . .	Salonica.
Stock & Mountain, Exporters, Khorassandji Han, Stamb.	Constantinople.
Stone, Timlow & Co. . . . .	Boston, Mass., U. S. A.
Warde, Naasan & Co., Exporters . . . . .	Beirut.
Whittall & Co., J. W., Exporters. . . . .	Constantinople.
Zelvéian, M. & K. S., Exporters. . . . .	Constantinople.

**Woollen Goods.**

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

**List of Non Classified Members.**

Aaronsohn, Aaron, Agricultural Experiment Station. . . . .	Haifa,
Banning, Hubert, Asmali Mesdjid 35, Pera . . . . .	Constantinople.
Bowen, Marcellus, Agent, American Bible Society. . . . .	Constantinople.
Brill, A. . . . .	Jaffa.
Calvert, F. R. J. . . . .	Dardanelles.
Damon, Theron J., Journalist. . . . .	Constantinople.
Davis, D. Alton, Sec'y Y. M. C. A., American Bible House.	Constantinople.

Doucarelis, Aristides M. . . . .	Mitylene.
Efstratiou, Apostolos, English Stores Proprietor . . . .	Mitylene.
Heizer, Oscar S., American Consular Service . . . . .	Constantinople.
Hill, Arthur E., Mgr. Standard Oil Co. . . . .	Salonica.
Horton, George, American Consular Service . . . . .	Smyrna.
Jackson, Jesse B., American Consular Service. . . . .	Aleppo.
Jewett, Milo A., American Consular Service . . . . .	Kehl, Baden, Germany.
Judelsohn, Montefiore, American Student Interpreter . .	Constantinople.
Keller, Theodor E., Mgr., Fulus & Co., Rue Xenophon.	Athens, Greece.
Lapin, Aaron . . . . .	Jaffa.
Lapin & Hurwitz . . . . .	Jaffa.
Macdonald, P. N., Vacuum Oil Co. . . . .	Cairo, Egypt.
Masterson, William W., American Consular Service. . .	Harput.
Memminger, Lucien, American Consular Service . . . .	Rouen, France.
Morgan, Alfred L., Professor, Robert College . . . . .	Constantinople.
Nathan, Edward I., American Consular Service . . . . .	Karachi, India.
New London Business Men's, Association. . . . .	New London, Con., U.S.A.
Odell, Ralph, M., U. S. Commercial Agent. . . . .	Washington, D.C., U.S.A.
Peet, W. W., Treasurer, American Missions . . . . .	Constantinople.
Ravndal, G. Bie, American Consular Service . . . . .	Constantinople.
Sassoon & Co., David . . . . .	Baghdad.
Supplee, Wm. W., 4102 Walnut St. . . . .	Philadelphia, U.S.A.
Ward, William E.D., American Consular Service . . . .	Harput.
Wortham, Richard G., American Tobacco Co. . . . .	Salonica.

**Summary of Members by Districts.**

Adalia . . . . .	1	France. . . . .	1
Aden . . . . .	1	Germany. . . . .	2
Adrianople . . . . .	1	Harput. . . . .	2
Albania . . . . .	2	Jerusalem . . . . .	25
Aleppo. . . . .	20	Konia . . . . .	1
Alexandria . . . . .	4	Malta . . . . .	1
Angora . . . . .	1	Mersine . . . . .	21
Athens . . . . .	11	Mitylene . . . . .	8
Baghdad . . . . .	20	Patras . . . . .	6
Beirut . . . . .	30	Roumania . . . . .	5
Brussa. . . . .	1	Salonica . . . . .	55
Bulgaria . . . . .	2	Servia. . . . .	7
Cairo . . . . .	26	Smyrna . . . . .	43
Constantinople . . . . .	111	Trebizond . . . . .	26
Crete . . . . .	2	United States of America . . . . .	131
Cyprus . . . . .	1		
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