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Levant Trade Review

PUBLISHED BY THE

American Chamber of Commerce for the Levant.

American School of Commerce, Beirut, Syria.

(Written for *Levant Trade Review* by Prof. Ed. F. Nikoley).

The commercial department of the American University at Beirut aims to fit its students for the positions that are opening in constantly increasing number and variety in the business houses of the Levant. Its *raison d'être*, however, is not solely nor principally to assure its young men of paying "jobs". The School of Commerce grew out of the conviction on the part of the Trustees and Faculty that a great service could be rendered to the lands of the Near East by giving them assistance in the all but hopeless struggle to regain something of their lost prestige in trade and industry. The school hopes so to instruct the future businessmen of these lands in the principles and the methods by which the merchants of the West have won their success, that in the coming generations Turkey and the neighboring countries shall take a more active part in the trade of the world and the people will derive a greater benefit from the natural resources which are ever so abundant.

From the first those charged with the organization of the department made every effort to make the curriculum practical. At all times throughout the course every means is taken to correlate the work of the class room with the actual conditions as they exist in the community in which the students expect to find their work. The primary purpose of the school is not to fit men for clerical positions but to train them for the larger work of organizing and conducting business undertakings. This does not mean that the more elementary matters are omitted or neglected. Every student does receive a thorough course in the more or less technical subjects with which an office man is supposed to be familiar. The preliminary study of the clerical subjects is regarded as essential in the larger scheme, first, as preparation for the more advanced studies and, second, in order to enable the future businessman to understand and personally direct every detail of his business. It is expected that all the students of the department will, upon graduation, take up their work in various business houses, preferably in humble, subordinate positions. It is impressed upon the men throughout the course that no amount of academic study can do for a man what a hard earnest apprenticeship does, be it in business or in any other profession. It is expected, however, that



BEIRUT, THE OBSERVATORY OF THE COLLEGE.

the college trained man will complete his apprenticeship in shorter time than would be the case without his previous training and, furthermore that he will derive greater benefits from his service, benefits in the nature of deeper insight into the real nature of the business.

The course of study covers a period of four years. A sharp line of demarcation can be drawn between the first and the second half of the course. During the first two years the studies are wholly technical and preparatory. It is assumed that at the completion of this period the student will possess a thorough practical knowledge of the ordinary mercantile transactions, that he is prepared to discharge efficiently the ordinary duties of a clerical position, or to take up the more advanced and more highly technical subjects which are dealt with in the last two years of the course. During these first two years languages play a prominent part in the curriculum. It is expected that every student will have command, for business purposes, of two languages besides his own. Other subjects taken up are business methods, elementary bookkeeping, commercial arithmetic, stenography, typewriting and correspondence.

During the remaining two years of the course the work divides itself into two distinct lines. Approximately one half of the student's time is occupied with further study of purely commercial subjects, commercial law, insurance, banking, transportation, company organization and management, accounting and auditing. The other half is taken up with studies which are intended to broaden the student's horizon and to give him a clear under-

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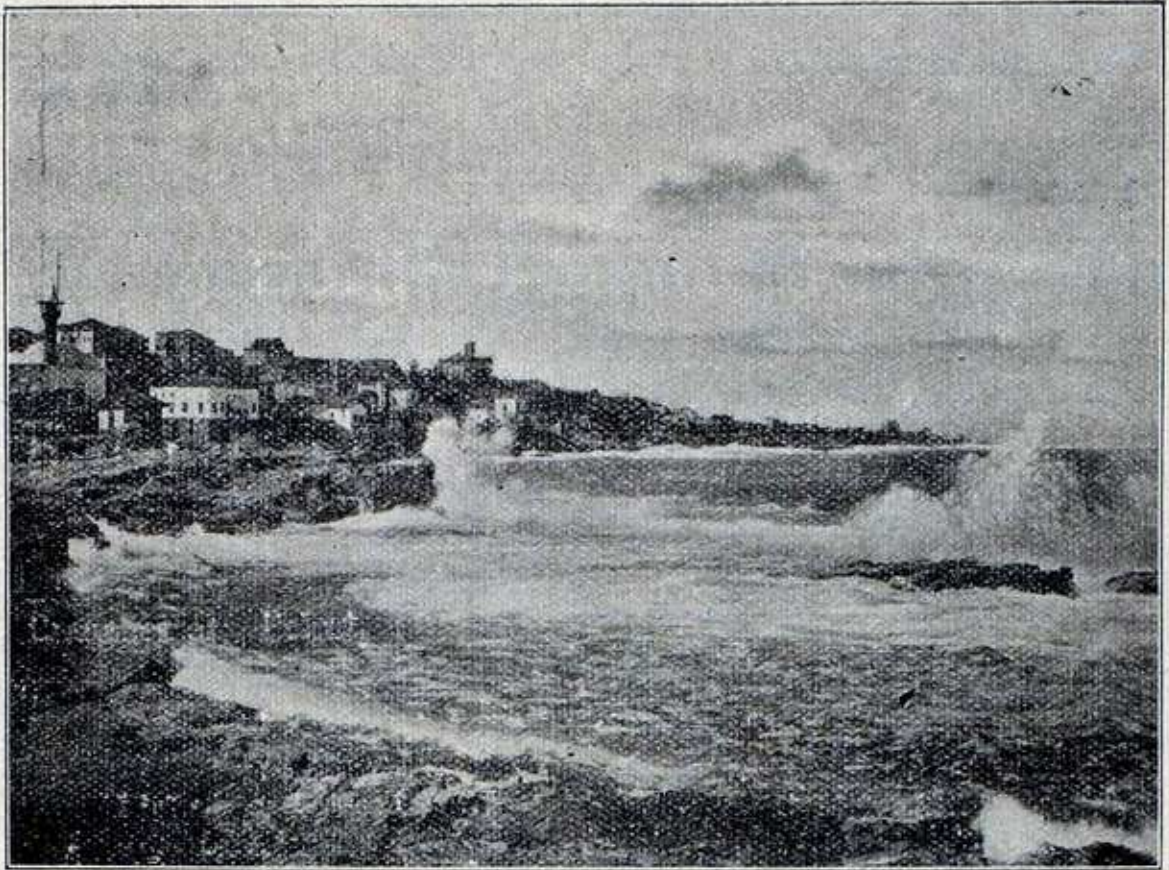
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BEIRUT, THE COLLEGE, FROM THE SEA DRIVE.

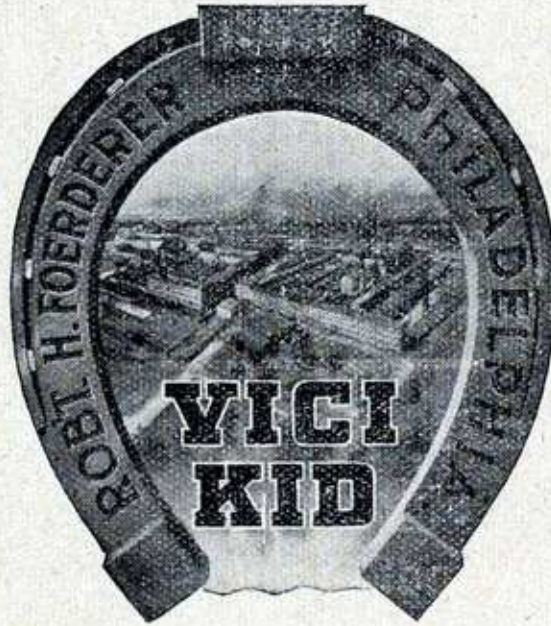
standing of the various forces that must be reckoned with in the organization and the conducting of a commercial or industrial concern. Political economy, sociology, political geography and history of commerce take a prominent place in this portion of the curriculum. During the last two years a considerable proportion of the work is elective, i.e., students may choose various lines of study depending upon the special work to which they are looking forward. For instance, students who are specially interested in industrial undertakings and manufacturing processes or the various extractive industries devote such of their time to the study of chemistry, food analysis, materials of commerce, &c. Others specialize in accounting and the various forms of business organization, while still others take a general course in all these subjects but do their major work in the various languages. Every student decides upon his electives only with the advice of the head of the department.

It was stated above that the school does not set itself the task of training clerks, except so far as all men are expected to begin their careers in such capacity. First class clerical material does, however, result as a by-product. By no means every man whose ambition lies along commercial lines possesses the qualifications that would make him a success in such a vocation. In many cases no amount of schooling or training would give the man the originality and the aggressiveness that is necessary for a business success. The practice of the school is to conduct a vigorous weeding out process throughout the course. Every student is given every opportunity to enter fully into the spirit of the work of the department, but when it becomes

A MESSAGE

To the Readers of the Levant Trade Review

In displaying on this page an enlarged picture of our trade mark VICI KID circled by a horse shoe, we desire to fix in your mind the trade mark of the originator of chrome tannage. This was accomplished by Robert H. Foerderer after years of research and experimenting and when successful he called his product VICI KID and registered same in the Patent Office at Washington. We want you to know this was accomplished by him and by him only. Today he has many imitators but no others make nor can they make the KID. We are enterprise of the Review to send the shoe manufacturers of those countries are seeking to We want you to of VICI KID your orders. We know that of taste and given a great shoes made of know the leather wears longer and able than any other. Probably you already know these facts as VICI KID is used in every country of the habitable globe but to those who do not know the merits of VICI KID we have entrusted the Levant Trade Review to carry this message. A trial will convince you and will secure us a permanent customer. Made in all grades to suit all requirements in Black and Brown of all the popular shades. Send for a Book of cut samples to the originator and only maker of VICI KID:



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apparent that he does not possess the traits of an independent business man he is advised to discontinue his course and to find work in whatever position it may be that he is fitted to hold. Those in charge of the department believe that such a policy is the only one that is fair to the men who hold the diploma of the completed course, as well as to the men who are dropped before the end of the course of study.

The main discouragements that have had to be met, aside from those difficulties which beset every pioneering undertaking, are inertia and the prejudice of tradition. The local conception of business is so narrow and circumscribed that it is difficult for most people to think of a business undertaking in larger terms than those involved in a grocery store or a dry goods shop. When business success is measured solely by the dealer's ability to bargain with a prospective purchaser or to "do" his customer or competitor with sharp practices, there is not much demand for such training as a modern school of commerce offers. There is a large section of the local business community to whom the school of commerce makes no appeal whatever, but in spite of this fact the attendance has been larger than was anticipated when the department was established.

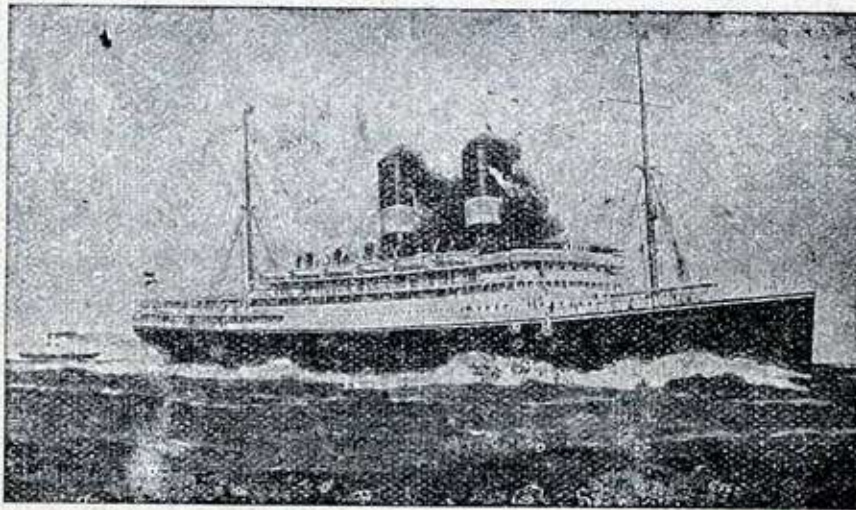
A very natural question to raise is the actual accomplishment of the men who have taken the course in the commercial department. The school was established twelve years ago. Its first graduates have not yet been out a decade, they are still very young men. Too much must not be expected of them at this time. But it can honestly be said that the record of these men

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does justify the fondest hopes and the highest desires of those who were instrumental in bringing the School of Commerce into existence. Most of the men have not been content to settle down permanently to the humdrum routing of their positions. Almost without exception these men have made their personal influence a strong power in the house in which they found their employment, and succeeded in doing so without making themselves obtrusive. Several have undertaken business for themselves and among these too the indications are encouraging. The Syrian Protestant College will no doubt find it necessary from time to time to re-adjust the details of the curriculum of the School of Commerce to keep it up to date and to make it fit into its environment, but the principle underlying the department is a sound one. It is rendering a service to the country and to its people that is sure to be more and more fully appreciated as time goes by and as the achievements of its students become better and more widely known.

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Cotton and Wheat in Egypt.

At the Annual General Meeting of the Egyptian Delta Light Railways, Ltd., held in London recently Sir William Garstin made *inter alia* the following statements which may be of interest to the readers of *Levant Trade Review*.

With regard to the cotton crop of the present season, it is satisfactory to know that every possible effort has been, and is being, made by the Government to assist the cultivator to obtain good seed,

and to guard against serious damage from the different pests, which, if unchecked, would destroy the crop. You may have seen it reported in the newspapers that some fears have been entertained concerning the crop now in the ground, on account of the shortness of the Nile supply, and of the appearance of the boll-worm at an unprecedentedly early date. With regard to the former cause for anxiety, it is true that the river is lower this year than has ever previously been known, but the completion of the raised Assouan dam has rendered it possible to store more water in the reservoir upstream of

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the dam than was ever before the case. I do not think, then, that you need have any fears upon this score, and, moreover, I can assure you that an exceptionally bountiful supply of water is not altogether an unmixed blessing to Egypt. The fellah has an ingrained disposition to overwater his land, should a plentiful supply be at his disposal. He will do this whenever he can, in spite of the efforts of the Irrigation Service to restrain him. The experience of the last 20 odd years has shown us that in years of scanty water supply the yield and the quality of Egyptian cotton have been generally superior to those of the years in which reverse conditions have ruled. Thanks to the works for improving the distribution of water carried out by the Government during this period, it is very rare indeed now to hear of a crop—even in the remotest parts of the country—failing for lack of sufficient water to irrigate it. As regards the second cause for alarm—namely, the worm—I do not deny that the anxiety that has existed as to the

future of the crop was based upon serious grounds. It may well be, however, that the early discovery of the boll worm in the current season is due to the rigorous search that has this year been made for it. Be this as it may, I feel confident that the measures now being taken will result in its destruction before grave damage has been done to the crop. Of course, you are well aware that the really critical season for the cotton crop has not yet arrived. That occurs in the months of early autumn. Much will depend upon the state of the Nile flood and upon the climatic conditions during that period. For the present, however, I repeat that I do not think there is reason for serious anxiety as to this year's cotton crop.

I may take the opportunity of mentioning here that the wheat crop in Egypt last winter was a good one. The year ending March 31st last may then be classed—in spite of low prices—as a prosperous one for the Egyptian agriculturist. I think that our balance-sheet shows that, generally speaking, it was a prosperous one for the railway system as well. It is, unfortunately, true that the effects of the severe financial crisis through which Egypt has recently been passing have not entirely disappeared. These failures, combined with the low prices obtained for cotton, have caused money to be the reverse of plentiful with the public. This has naturally affected the traffic receipts. Again, the coal strike in England in the early months of this year has not tended to reduce the working expenses. Notwithstanding these adverse circumstances, we have, I think, good reason to be satisfied with the result we have obtained in the year under discussion. We have moreover, I consider, equally good reason to feel confident about the future. In my opinion everything tends to show that the crisis is, at last, really passing away, and that better times are approaching in Egypt. The economical conditions of the country have been sound throughout, and have never been affected by the disastrous speculation that has brought ruin upon so many.



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The Alexandria General Produce Association, in its fifth report on the condition of the crops, says that in Lower Egypt, owing to the favorable temperature which has prevailed during August, the cotton plants have advanced satisfactorily and although worms are reported to have appeared in some places, they are causing but slight damage. Light fogs have been reported in certain districts, but these have no effect upon the crop. Water for irrigation was ample all the month, and, with the exception of a few small proprietors, cultivators in general used it moderately. The first picking seems to be better than that of 1911, and it will become general towards the middle of September, which will be in advance of about fifteen days on last season. In Upper Egypt, according to the reports received, conditions are favorable. There have been no worms and also no fogs, except in a few districts of the Fayoum, where the damage done is of small importance. The crop seems to be satisfactory and the first picking has already begun in some districts.

§

The monthly bulletin of the Department of Agriculture, issued on Sept. 8th, gives the condition of the cotton crop as on September 1 at 9 per cent above the average for Lower Egypt and 13 per cent above the average for Upper Egypt. In contrast with the corresponding date of last year these figures are very satisfactory.

The cotton worm has now disappeared from the cotton areas; the boll worm is general, but not severe, in both Upper and Lower Egypt. The localities specially noted as attacked number nine, and, except where "oqr" cotton is cultivated, the attack is in isolated small areas, and is from 2 per cent. to 10 per cent.



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KARNAK, EGYPT, ENTRANCE TO THE RUINS.

### Post Office Savings Banks.

Up to the end of June the total number of deposits since the extension to rural districts of the Post Office Savings Banks was 58,720 amounting in all to about \$82,150. The system is now working in five moudiriehs — Sharkieh, Gharbieh, Behera, Menoufieh, and Qalioubieh. Some 2,000 withdrawals, giving a total value of about \$7,775, have also been effected, leaving a balance at the end of May of about \$76,375. In those provinces in which the system was in force in April — thus providing figures for comparison — although the bulk of the deposits were effected at the time of the inauguration of the scheme, the deposits have been slightly increased since. By far the greatest number of depositors are moslems, the proportion of them to Christians in Gharbieh and Sharkieh — the only provinces for which an analysis of the depositors is available — being roughly estimated at three to one. Of Christian races the largest number of depositors are

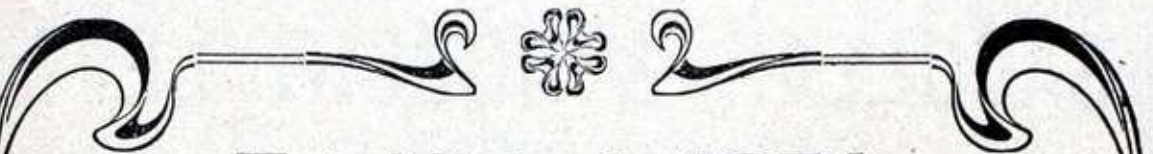
Greeks, though they only number eighty-two. It is of interest to note that quite a large number of women and girls have opened accounts. Out of the 50,016 depositors analysed in this way 12,718 fall under the heading of "peasants" and 10,491 are classed as "farmers." Of other classified professions "pupils" account for 3,835 accounts, "clergy" for 2,464 and "gaffirs" (watchmen) for 3,180. With regard to the amounts deposited, they range from one penny to \$250, but the favourite sum appears to be 5 piastres (\$0.25).

§

### Thrift.

At an examination for police cadets in Cairo recently the pupils were required to write a paper on Thrift. One pupil wrote that first Joseph came to Egypt and stored corn for seven years. Then came Lord *Issà*, who said: "Take no thought for the morrow." And after Lord *Issà* came Lord Kitchner, who started savings banks for the fellaheen to make them thrifty.





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| <b>ALEXANDRIA.</b>    |            |            | <b>CAIRO-continued.</b> |            |            |
| Cigarettes.....       | \$4,710    | \$3,371    | Shawls.....             | \$64,249   | \$38,592   |
| Cigarette paper....   | 2,141      | 1,893      | Sheepskins.....         | 17,548     | 33,529     |
| Cotton.....           | 15,289,708 | 14,588,712 | All other articles..    | 4,206      | 8,124      |
| Fusel oil.....        | 7,822      | 8,550      | Total....               | 599,027    | 457,280    |
| Gum.....              | 181,899    | 202,535    | <b>PORT SAID.</b>       |            |            |
| Hides.....            | 87,439     | 69,311     | Iron ore.....           | 35,890     | 44,179     |
| Onions.....           | 125,768    | 213,466    | Live ostriches....      | .....      | 3,150      |
| Pistachios.....       | 5,130      | .....      | Skins.....              | 3,296      | .....      |
| Rags.....             | 14,146     | 13,879     | All other articles..    | .....      | 696        |
| Scarfs.....           | 4,694      | 1,151      | Total....               | 39,186     | 48,025     |
| Senna.....            | .....      | 3,326      | <b>SUEZ.</b>            |            |            |
| Tobacco.....          | 3,988      | 20,613     | Benzine.....            | .....      | 161,754    |
| All other articles... | 13,796     | 10,776     | Gum.....                | 879        | 454        |
| Total....             | 15,741,221 | 15,137,583 | Senna.....              | 400        | .....      |
| <b>CAIRO.</b>         |            |            | Skins.....              | 41,321     | 59,446     |
| Antiquities.....      | 31,576     | 40,661     | Honey.....              | 1,557      | 1,460      |
| Carpets and rugs..    | 9,797      | 7,964      | Total....               | 44,157     | 223,114    |
| Cigarettes.....       | 24,479     | 24,818     | <b>Grand total....</b>  |            |            |
| Egyptian goods....    | 1,041      | 4,440      |                         | 16,623,591 | 15,866,002 |
| Gum arabic.....       | 387,094    | 200,574    |                         |            |            |
| Personal effects....  | 2,878      | 3,002      |                         |            |            |
| Rags.....             | 11,459     | 12,549     |                         |            |            |
| Senna.....            | 44,700     | 83,027     |                         |            |            |

\* Includes Egyptian shawls to the value of \$200,000 exported from Assiout.



# National Bank of Turkey.

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*Stamboul, Sanassar Han,*

**CONSTANTINOPLE.**

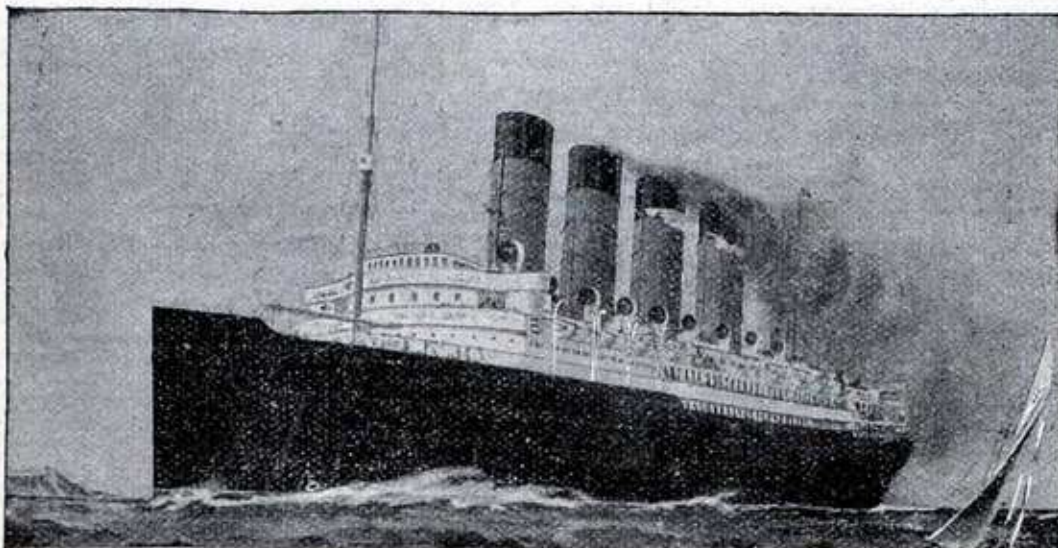
**Signaux Sous-marins**

Quoique l'on entende parler moins de leurs merveilleuses adaptations que de l'œuvre splendide accomplie par la télégraphie sans fil, les signaux sous-marins vont de l'avant dans la voie du progrès. Ainsi la première cloche sous-marine a été installée en 1901 à Egg Rock, sur la côte du Massachusetts et trois années après le premier appareil receveur était fixé sur un transatlantique. Il existe actuellement 122 stations de cloches dans le monde, et près de 900 bateaux marchands et de guerre sont pourvus d'appareils receveurs.

L'appareil consiste en une cloche avec mécanisme mù et actionné par l'air comprimé, suspendu à une profondeur de 30 pieds au dessous de la surface de l'eau. Une pompe à air (air compressor) fournit à la cloche la puissance d'action, et une sonnerie de code est agencée de manière qu'elle puisse contrôler les coups de cloche et de la sorte obtenir de cette sonnerie le numéro (de code) du phare flottant. Les ondes hertziennes pourraient être perçues d'une distance de plusieurs kilomètres par des vapeurs pourvus de microphones à cet effet.

L'appareil de signaux sous-marins employé à bord consiste en une petite machine (sous forme de boîte) attachée des deux côtés du bateau et qui est reliée à la dunette du timonier par des fils qui aboutissent, en passant par un cadran, à un receveur téléphonique. Des signaux venant de la terre ferme ne peuvent être entendus que si l'aiguille du cadran est dirigée de ce côté ou vice versa. Des signaux peuvent être perçus d'une distance de trois à quinze milles et l'eau a été reconnue comme transmetteur des sons giratoires de l'hélice à une distance de plusieurs milles.





S. S. Mauretania

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## *Les pas gigantesques du Commerce Americain.*

(Traduit d'un article paru dans Commercial America, Philadelphia, Pa.)

Se basant sur les compte-rendus mensuels des importations et exportations américaines pour l'année 1912 (Juin) l'on avait prévu à moins de circonstances éventuelles de remarquables progrès sinon de nouveaux records. Cette prévision s'accomplit et les chiffres officiels rendus publics pour les douze mois sont très éloquents. Ainsi l'importation s'est élevée à 8 milliards 265 millions de francs et l'exportation à 11 milliards 20 millions de francs. Les importations sont en augmentation de 500 millions de francs sur le plus grand record, celui de 1910 (7.785 millions de francs). Les exportations dépassent de 775 millions de francs celles de l'année passée (10.225 millions de francs). En somme, le mouvement général s'élève à 19 milliards 290 millions de francs approximativement, contre le plus grand record, celui de 1911 (17 milliards 885 millions de francs). Si l'on se permettait d'ajouter à ces chiffres les montants respectifs de Porto Rico et Hawaï, le

commerce général des Etats Unis avec l'extérieur atteindrait approximativement la somme de 20 milliards de francs, en d'autres termes un progrès en augmentation de 75% dans la dernière décade.

§

## Cotton Growing in the Adana District.

[By Consul Ed. L. Nathan]

The latest estimate of the cotton crop of the Province of Adana, Turkey, in 1911 is 85,000 bales of which about 25,000 bales were retained by the spinning mills of Adana and Tarsus. The exports of cotton from Mersina in 1911 were valued at \$1,875,870, divided principally as follows: Austria, \$1,252,002; France, \$83,722; Germany, \$115,324; Italy, \$180,042; and Spain, \$209,238.

The cottonseed crop amounted to 30,000 tons, of which 15,000 tons were used locally for cattle feeding and 6,000 tons for the Mersina oil mill. The remainder was exported to England. Cottonseed cake to the value of \$28,466, the first ever made in Mersina, was exported to England.

The local cotton is principally short fiber, though a small quantity of long-fiber (American) cotton is produced. The long summer drought and the lack of irrigation here are unfavorable to the cultivation of American cotton, and the difficulty of picking that cotton is another drawback, as labor is scarce here. The local cotton is picked with the stalk and hull and is separated from the hull later. This is mostly done by hand, but lately some American machines have been imported for this purpose.

Adana cotton seed contains only 16 per cent of oil, of which 11½ per cent is extracted.



## Farming in the Dardanelles District.

The valonea crop promises to be one of the heaviest on record, estimates running up to a million cantares, the highest previous being 400,000, but it is a question whether it will be possible to gather it all, for the scarcity of hands is appalling. Emigration and military conscriptions due to the war had already reduced the number of available laborers by more than one half, and now the necessities of those whose houses were destroyed by the recent earthquake are compelling them to offer extraordinary wages for the work of rebuilding, thus diverting a stream of labor to Tchanak and Gallipoli. Under these conditions farming has become difficult. The cereal crops are by no means turning out well; wheat, barley, rye and oats are all poor in quality. There is plenty of straw which involves extra carting and threshing will be protracted long after the usual period, because of the lack of hands. Add to this the presence of thousands of soldiers and artillery and cavalry horses, causing unavoidable damage. With the best will and the best

discipline in the world, it is impossible for the military authorities to prevent it.

As for trade, it is almost at a standstill, the only purchasers of grain in the market, besides the Tchanak steam mill and a few Greek coasting traders, appears to be the Messrs. Whittall, whose Dardanelles agency is laying in stocks of barley and beans.

Respectfully submitted.

F. R. J. CALVERT

Thymbra Farm, Dardanelles

August 30, 1912.



**New railways in Egypt.**—Among the new railways to be built next year, may be mentioned the following: From Tanta to Mit Ghamr and Zagazig; and one connecting Menoufieh with Kafr Zayat, the cotton centre. These new lines together with the extension of the Delta Light Railway system to the North of the Delta, are of great importance to Egypt's commercial development.

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de Pompes à bras et à force motrice de tous genres.

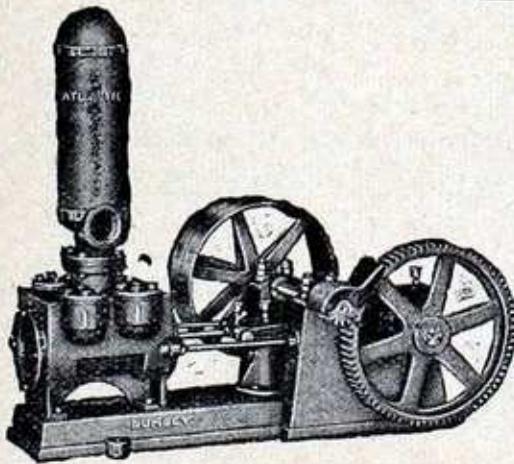


Figure 855

Fig. 855 représente notre POMPE HORIZONTALE A DOUBLE EFFET, une pompe de construction substantielle à bon marché. Elle a un grand débit et est propre pour l'usage général des maisons, hôtels, fabriques, etc., déliant toute concurrence. Le fait, que toutes ses parties intérieures sont très accessibles repondra aux besoins des personnes employant des pompes. Cette pompe est extrêmement populaire à travers le monde entier.

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## Conditions in Armenia.

**Crops:**— Despite the pessimism of agriculturalists, owing to the shortness of the spring rains, the harvest of wheat and other grains has been abundant and much more than expected and an increase of at least one third over the average crop is anticipated.

**Vineyards:**— The yield of grapes also bids fair to exceed the average as there was no damage done in the early season by hail and there is an absence of blight of any kind in the vines.

**Cotton:**— The prospects for this crop are not encouraging as the early summer rains were not sufficient for the growth of the plants and there was hardly enough water for irrigation purposes, and the summer has been exceedingly dry and hot.

**Price of Cereals:**— In spite of the bountiful harvest the price of wheat is high to start with, and shows a tendency to increase; these prices are due to speculation, however, as the persons who buy up the villages for the taxes are using this tenth of the grain to increase the price of the wheat in the market by holding their part of the grain and

buying up what is offered, thus producing a scarcity and consequently increased prices.

**Cattle Diseases:**— During the summer months there has been an unusual amount of sickness among the cattle, a kind of plague and also aphteous fever, and the death of several thousands of animals has been reported. Steps have been taken by the Government to overcome the spread of the disease and serums have been introduced from the Bacteriologic Institute at Erzingan and used freely in the disease infected districts, so that the worst is now over.

**Rainfall:**— The preceding winter was an unusually mild one, without the average rain or snow fall and the spring also has been deficient in rain. In consequence vegetables and some fruits have suffered seriously, as but little water for irrigation was available.

**Irrigation:**— The scheme for tunneling under the mountain to Lake Guljuk having been abandoned, steps have recently been taken by the local Government to attempt to secure artesian wells by boring, and recently a contract was entered into with an American Firm for the introduction of well machinery and sufficient amount of pipes to sink two wells and the sending out of an expert to superintend the work. The machinery will arrive this autumn and work is likely to commence at once, or if the winter is too severe, in the early spring.

Respectfully submitted,

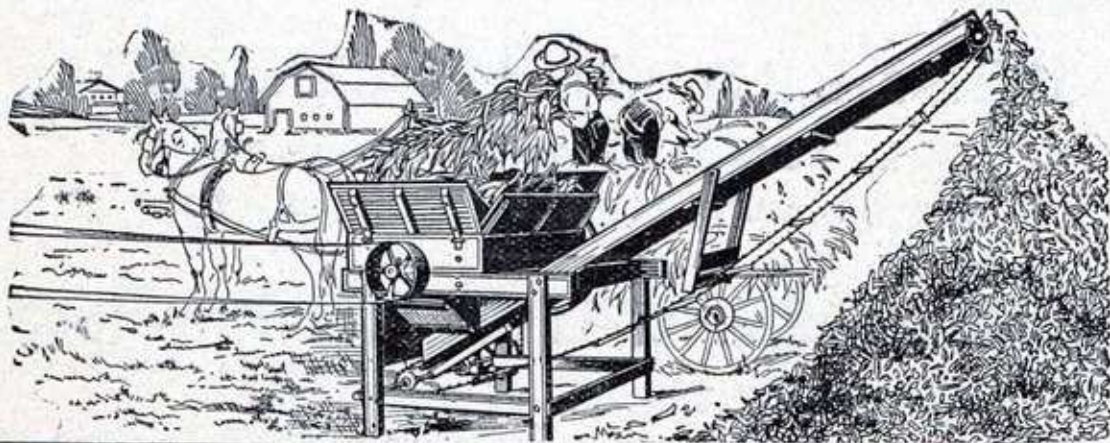
GEORGE GHEVOND.

Harput, Sept. 12, 1912.

§

Prospects for this year's cotton crop in the Province of Adana are better than before. Weather conditions have been favorable thus far and the sowings are 20 to 25 per cent greater than last year. This is due to the inundations last December which injured the wheat plantings so that the fields were resown with cotton. It is confidently expected that this year's cotton crop will be reach fully 100,000 bales. Crops of the last few years have been as follows: In 1909, 70,000 bales; in 1910, 80,000 bales; 1911, 85,000 bales. — Consul Ed. I. Nathan.





## The Best Cattle Feeding Machine In The Beginning.—The Best Today

This is the measure of any cattle feeding machine—these are the things by which you must judge which machine is the machine good enough to take in exchange for your hard earned money.

Not theory—no bright advertisement—not even first cost—but what sort of feed does the machine produce—will it add flesh to my cattle and how much will it help or hinder—will the machine last—is it durable—is it honest value for the price—is its capacity great enough to warrant its purchase.

Whitman machines are today producing for tens of thousands of stock raisers the same ration produced by the first machine, a coarse crushed and split feed, without the grain being mashed but with the corn husk cut and shredded and the whole mixed to produce the corn ration that puts more flesh on the cattle and dollars in your pocket than any other corn ration ever produced by any machine.

We want to tell you more about this machine—we want to give you the facts about Whitman cattle feeding machines—facts that will save you money and make you money. Let us explain how the draw-cut of Whitman machines saves power—how a new department in our business has been established to save you money not to get you to spend it.

Let us send you these facts and go see a Whitman machine at our representative in your locality. Whitman machines are sold only by representatives as good as they are—the dealers in each locality—a man whose word you can trust. Write for full information today and send us the name of your dealer.



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Korassandji Han, Stamboul, Constantinople.

### Potato Growing in Malta.

James Oliver Laing, Esq., American Consul at Malta, states that the island raises an excellent quality of potatoes. The seed potatoes are imported usually from the North of Ireland, and two crops are raised annually. Seed potatoes are imported in sacks, while the crop is exported in casks that contain little more than 300 pounds each. Orders are usually given for 65 casks. The market price fluctuates, but is usually between \$5.34 and \$5.83 for 220 pounds. The custom of the trade is to quote prices for the continent by telegram subject to reply in 24 hours, but more time is allowed countries more distant. The total exports to all countries for the fiscal year 1910 - 1911 were valued at \$329,131.

### Note from Patras.

This year's Currant Crop has all along been favored by most suitable weather, the harvest is now being carried on under most favorable conditions, the bulk of crop is secured and the quality generally is expected to be very fine.

No prices have yet been fixed, but as shipments commence within a week, the opening of the market will soon take place.

The total crop is estimated at 165,000 tons and it was expected by the trade generally that an assessment in kind of 40% on Ionian Island fruit and 35% on all other currants exported during the season would have been established; against all expectation however, it was announced that, by a majority in the Committee, the Privileged Company has assessed 35% in kind on all shipments up to 75,000 tons after which 35% in cash will be levied. The result of this measure will be to increase the amount of currants available for export by about 20,000 tons.

Respectfully submitted,  
Hancock & Wood

Patras, Aug. 22, 1912.



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## Successes of American Farm Machinery in Turkey.

(From *The Near East*)

In the Angora and Konia districts there are a great number of small land holders, and threshing is done on their farms by hand, or by bullocks treading out the grain, and the winnowing done by hand. Both processes are slow and wasteful. Threshing and winnowing machines adapted for that country, capable of being moved from place to place—as farms are small—would prove very successful. American manufacturers have recently sent experts there to study the situation, and several orders for small sets, it is reported, are already booked by them. If economy in harvesting were introduced, much larger crops could be raised and saved.

There is no doubt that American manufacturers are doing their best, working smartly and surely to secure markets in Asia Minor. American reapers have passed the experimental stage, and American petroleum engines for pumping and irrigation purposes and grist mills are so well known to natives that with difficulty they can be persuaded to adopt other machines which they have never seen. In the Hauran Mountains, south-east of Damascus, more than

ten American oil-motor grist mills are now working, and they are a perfect blessing to that region owing to the scarcity of water power.

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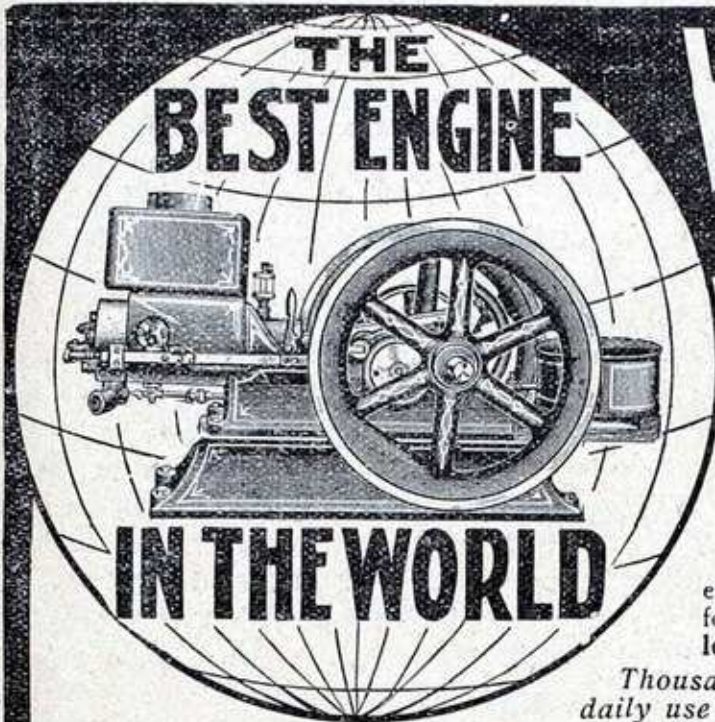
## Items from Bagdad.

A new woollen mill, owned and operated by the Ottoman military authorities, has been opened in Bagdad. This mill together with the old one is expected to supply all the uniform cloth and blankets required by the army.

§

Emil Sauer, Esq., American Consul in Bagdad, Turkey, writes in the *Daily Consular and Trade Reports* that the opening of banks in that city may be taken as an index of increased commercial activity. There is a special call for credit by importers, he says, on account of the time required to bring goods to this market from abroad. Goods are transhipped from ocean vessels at Bassorah and carried from there on river steamers over 500 miles up the Tigris. There is quite often a congestion of traffic, especially in summer, and it requires up to eight months for goods shipped from New York to Bagdad to reach their destination. Furthermore all retailers demand credit from the wholesalers, who, in turn, demand it from the importers. Hence the demand for credit from the foreign sellers and the demand for adequate banking facilities.





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

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.

5-Year Guarantee.

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Waterloo Gasoline Engine Co.,

W. 3rd St., Waterloo, Iowa.





## Notes from Servia.

The year 1911 was one of the best which Servia has lately had. Crops generally have given a very good yield, cattle raising was within normal margins, while the fruit crop - particularly plums - though in most of the districts below the average, was nevertheless sufficient to make these products constitute a strong item in Servian exports. At the same time the extraordinarily favorable conditions on the world's markets have helped Servia to turn its exported articles into money to the best advantage to itself, creating thereby a money influx into the country and thus becoming a potent purchaser of foreign manufactures. The all around high prices prevailing last year everywhere, together with the enormous demand for agricultural products have been of great benefit to this country.

That owing to the relatively large exports the prices of foodstuffs in Servia itself has risen, is of practically no importance when compared with the advantages the country derived from the exceptionally good prices obtained abroad for its agricultural products. However, the enhanced prices for foodstuffs have to some extent been counterbalanced by a general increase of wages, while at the same time the prices of manufactured articles which Servia chiefly imports have not by far gone up to the same extent. The reason for the relative dearness of manufactured articles in Servia is not to be sought in the advanced prices of such goods in the country from which they are imported, but in the high custom duties and other State and Municipal imposts which heavily weigh upon Servia's economic life. These burdens were considerably augmented last year by the promulgation of the new laws relative to State *octroi* and taxes respectively. But besides this, all the other fiscal measures are being applied more and more rigorously, regardless of the earning and producing capacity of the people.

It is natural that under the above said favorable circumstances the external trade of the country should have made good

progress in comparison with former years. The export trade, which owing to the prolonged treaty troubles with Austria-Hungary—the natural customers for Servian products—had to surmount enormous difficulties in order to find new openings, has succeeded in the last year in retaining such new markets, as its customers, in spite of the conclusion of the new Treaty of Commerce with Austria-Hungary, at the same time also taking full advantage of the restoration of the normal relations with the markets of the neighboring dual monarchy. The import trade, though not quite deserting the new sources of supply found in time of the just mentioned treatyless phase in the Austro-Servia commercial relations, has again turned to Austria-Hungary for the supply of manufactured goods, which that country can offer at competitive prices and according to Servian taste.

As can be gauged from the aforesaid, the most important happening in the economic political development of Servia during 1911 was the entering into force of the new treaty of commerce between Servia and Austria-Hungary. This treaty, having been concluded at the time when Servia was under the influence of animous feelings against Austrian aggressive policy in the Balkans — annexation of Bosnia and Herzegovina — did not have as its effect a complete restoration of the intimate commercial relations which have existed for so long between the two countries, but has yet been of predominating influence in the development of Servia's external trade in the last year.

The following are the main figures representing the value of Servia's foreign trade in the years 1911 and 1910 respectively.

|               | 1910         | 1911         |
|---------------|--------------|--------------|
| Imports . . . | \$16,146,258 | \$22,277,105 |
| Exports . . . | \$18,988,889 | \$22,564,886 |

The value of imports as well as exports shows an increase, viz: \$6,130,847 and \$3,575,967 respectively.

Below are some of the figures mostly interesting to American Servian Commercial relations:



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## IMPORTS TO SERVIA FROM THE UNITED STATES OF AMERICA.

| ARTICLES.                                  | 1910      | 1911      | Increase: 209,935 |
|--------------------------------------------|-----------|-----------|-------------------|
|                                            | \$202,250 | \$412,185 |                   |
|                                            | 1910      | 1911      | Increase          |
| Boots and shoes .. . . .                   | 4,322     | 7,860     | 3538              |
| Cash registers .. . . .                    | 6,650     | 8,750     | 2100              |
| Coffee. ....                               | 73,000    | 193,000   | 120000            |
| Cottonseed oils .. . . .                   | 59,000    | 80,000    | 21000             |
| Gasoline motors .. . . .                   | 1,800     | 23,000    | 21200             |
| Glucose .. . . .                           | 3,200     | 3,300     | 100               |
| Hardware .. . . .                          | 4,500     | 6,700     | 2200              |
| Kid and box leather .. . . .               | 18,000    | 13,000    | 5000              |
| Reapers, and other agricultural implements | 7,000     | 30,000    | 23000             |
| Typewriters .. . . .                       | 1,000     | 7,600     | 6600              |
| Sewing machines .. . . .                   | 7,500     | 19,800    | 12300             |
| TOTAL .. . . .                             | \$185,972 | 393,010   |                   |

and other articles valued at about \$20,000.

But this is only the official version; there is quite a large importation of American made articles, which come into Servia indirectly through German and Austrian middlemen, so that the total figures for imported articles during 1911 can easily be quoted as \$500,000.

So far as the business for 1912 is concerned the importation from the United States will be still bigger and, as it appears, we will have a figure in the neighborhood of \$1,000,000.

Opportunities are daily increasing, because the Servians have great faith in American made goods, but it is a pity that the American manufacturers pay so little attention to local demands and in many cases practically ignore this trade. The writer had occasion to see how orders placed with American manufacturers in good faith, where even payment accompanied order, were carried out in the most negligent manner, after repeated urgencies, causing the merchants unnecessary annoyance, so that these people now refuse to have anything to do with American firms.

During the coming year opportunities for business will be still better. The Government is building a large port on the lower Danube in the vicinity of the present small town of Prahova, where a modern city will be built, making it a distributing centre for goods arriving from foreign countries by water, and will at the same

time if the railway connections between the Adriatic ports and the Danube be built out, serve as the principal connecting port. Here a large number of machines will be needed, such as hoisting machinery, elevators, stone mixers, etc. Although an adjudication is expected, American firms if properly represented, will positively obtain more than a share of the business. The amount fixed for the erection of the port alone is \$12,000,000.

Respectfully submitted,

S. WEISS.

Belgrade, Sept. 19, 1912.

### CRUISER FOR GREECE.

The Greek Government has recently ordered an armored cruiser of 14,000 tons to be constructed at the Vulcan Works of Stettin, Germany. The artillery for the same has been ordered from the Bethlehem Steel Company, South Bethlehem, Pa.

**Emigration from Greece to the United States** in 1910 amounted to 25,888 and in 1911 this number rose to 26,266. The present year, however has surpassed all others, as up to the 1st of August 34,105 Greek emigrants left their native country for the United States.



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**Corn Syrup** (Glucose) for Halva, dragées, and all kinds of sweets.

**Crude Maize Oil** for soapmakers & painters.

**Refined Maize Oil** "ARGO" COOKING OIL, a highly refined edible oil.

**Corn Oil Cake Meal, Glutenfeed & Glutenmeal** for feeding hogs, milchcows, horses, poultry etc.

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## Commercial Review of Turkey.

[By Consul General G. Bie Ravndal.]

### I.

Neither the cholera epidemic which harassed the Empire during the best part of the year nor the political disturbances which culminated in the Turco-Italian war seriously affected Turkey's trade during 1911, and the record for the year was characterized by prosperity and progress. Generally satisfactory harvests in 1911 succeeded the abundant crops of the preceding year. The anti-Hellenic boycott was gradually abandoned in Turkey, this relief offsetting the business drawback caused by sporadic risings in Arabia, Syria, and Albania. Considering that immigration assumed abnormal proportions, while great numbers of able-bodied men were called into military service, thus depriving husbandry of much needed labor and producing a sharp rise in wages, it is remarkable that the country continued its economic advance.

**Economic Resistance Strength.—The Banking Situation.**— One of the peculiarities of Turkish economic life is its power of resistance. Turkey's business men have long been accustomed to a policy of wariness, necessitating the holding of resources in reserve. Throughout the Empire, especially in the rural districts, gold is hoarded in the form of jewelry and money. The present laws regarding real estate, while unduly restricting the the mobility of invested capital, make for conservative dealings and solidity of position. A correspondent of the Near East writes from Smyrna:



Regions like this part of Asia Minor, which depend upon a product so varied that any kind of weather must benefit a large part of it, are safer commercially than the highly organized manufacturing countries such as Belgium or Lancashire, where a sudden war, a prolonged strike, or some other "human" disaster would bring a complete ruin, unknown to and inconceivable in a varied agricultural district.

The only failures of note in Turkey during 1911 were those of the Bank of Mitylene, which went into the hands of a receiver owing to the insolvency of one of its principal stockholders in Egypt, and the Tabib Bank in Beirut. A slight flurry in Turkish commercial and financial circles followed the Italian declaration of war. The foreign banks, which include nearly all the banks in Turkey, were said to have been ordered to withdraw credits and a scarcity of gold became manifest in Constantinople. The flurry soon passed and no commercial disasters occurred, showing that the market in general was sound. The gold shortage was found to be due to demands from the interior for the moving of crops and the inadequacy of the machinery of the mint. In Saloniki, where the banking business is to some extent controlled by an Italian firm, and on the Syrian and Red Sea coasts, where the Italian fleet has been repeatedly in evidence, the war has induced a certain amount of stagnation, but general business has suffered relatively little and payments have been regular. Should the present war drag on or its scene be shifted so as to directly affect more vital parts of Turkey it is bound to cause depression, but the average business man is likely to discount such eventualities and to prepare for the commercial revival which will inevitably follow the conclusion of peace.

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**Government Finances.**— The budget of the Ottoman Empire for the year ended March 13, 1912, provided for an expenditure of \$155,385,978, as against \$141,510,697 for 1910-11. The estimated receipts for 1911-12 were \$122,125,267 as against \$111,565,736 for 1910-11. In both years, although no new taxes were imposed, the revenues collected exceeded the estimated receipts by a liberal margin. The increase in revenue has enabled the Government, with the aid of the unused balance of the German-Austrian loan of November 9, 1910, to meet its obligations, and lends substance to the hope of the Minister of Finance that before many years a budgetary equilibrium may be reached without recourse to foreign loans for current expenses. There are legitimate sources of revenue which have as yet been untouched, including a license tax on trades and professions, which foreigners in Turkey will also be expected to pay. Other fiscal measures to increase the revenue and equalize the burden of taxation are contemplated, including an increase in the import duties.

Two of the railroads guaranteed by the Government received no payment during 1911, owing to a surplus of receipts, and all the others made distinct progress toward self-support. The kilometric guaranties paid by the Government to the railroads decreased from \$2,327,234 in 1910 to \$1,848,616 in 1911. The ceded revenues administered by the Public Debt Administration, exclusive of the customs surtax, have increased from \$11,525,840 in 1903-4 to \$16,176,772, an expansion which indicates the buoyancy which may be fairly expected in the general revenues under honest and efficient administration. It is not strange, therefore, that Turkish credit abroad is steadily advancing, Turkish Unified Stock rising from 93.55 on the Paris Bourse in December, 1908, to 98.17 in December, 1911. Turkey's external debt amounts to \$523,160,000, which cannot be considered excessive when compared with the indebtedness and resources of other nations.

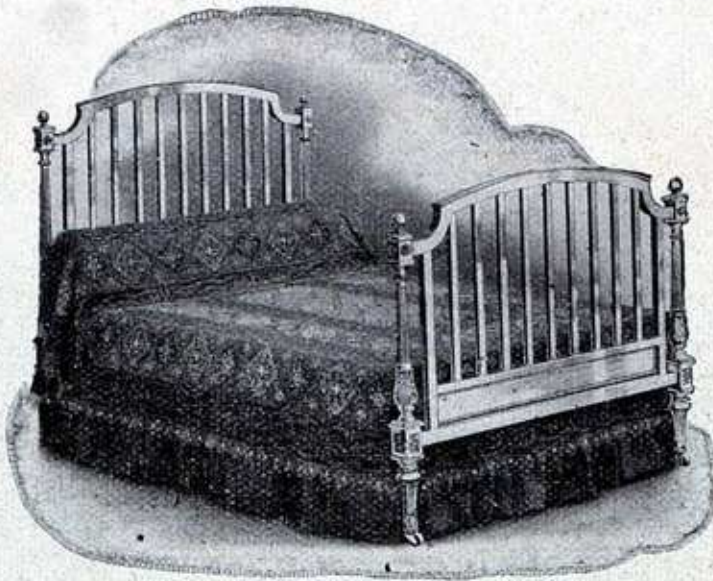
A British authority, commenting on Turkey's foreign trade balance, writes as follows:

A considerable proportion of the imports in recent years has consisted of machinery, railway material, and other material intended for the construction of remunerative public works. These may reasonably be regarded as outside the normal value of trade, coming under the head of capital borrowed in kind. The balance of trade is assisted by remittances of emigrants and other unseen factors. Finally, there is good reason to doubt the accuracy of the customs valuations of several lines of exports which pay duty ad valorem. For the present, we are confronted with the apparently conflicting facts of a considerable adverse trade balance on the one hand, and on the other, of gold imported in large quantities which remains in the country. Reliable authorities aver that during the past 10 years no less than \$110,000,000 has been absorbed, either in the form of women's head ornaments or as circulating medium.

No means are available of calculating the volume of money remitted by emigrants or expended in the country by tourists and pilgrims. This income is obviously no mean factor and its influx is constant.

**New Land Laws Proposed.**— The passing of the proposal "Landed Property Code" by the incoming Parliament, which seems likely, will release wealth now tied up, accelerate industrial and commercial activity, increase





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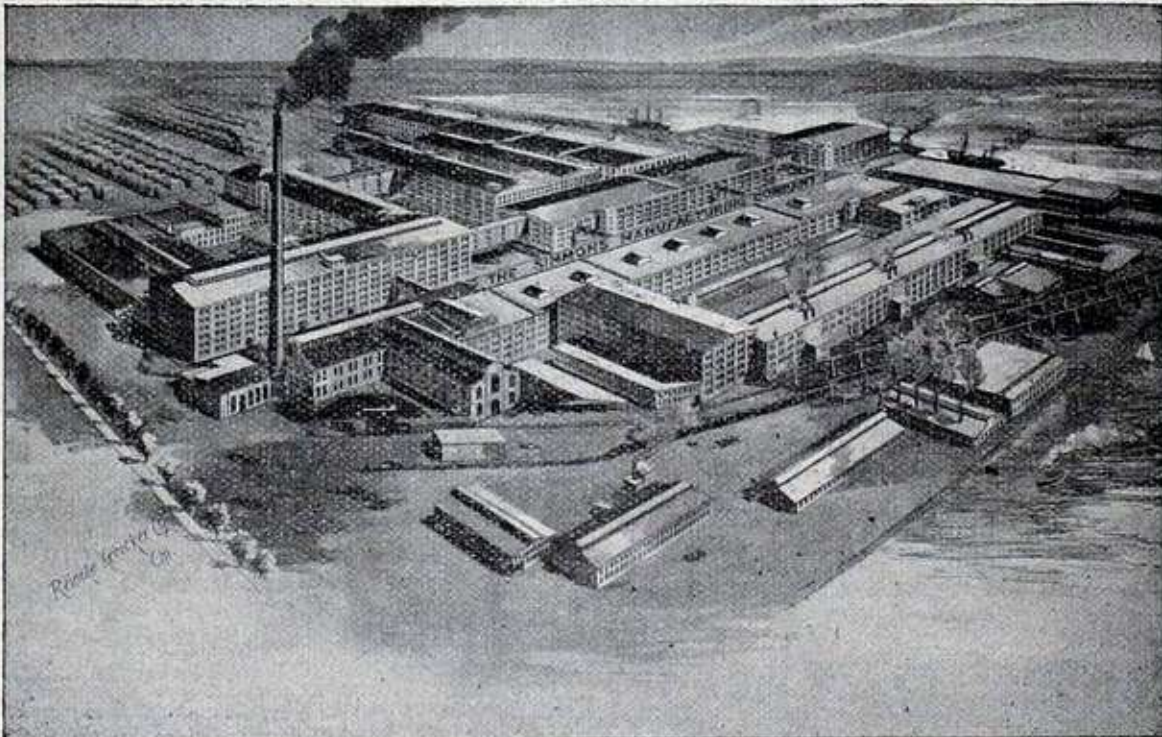
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SALONICA.

land values, and generally contribute to the financial uplift of the country. This act will extend the rights of inheritance, regulate the proprietorship (and transfer of land, render the ecclesiastical and Government property, vakuf and miri lands) subject to mortgage, and enable corporation. Under present conditions, large areas, especially in and around the cities and towns, have become the property of pious foundations, which process of withdrawal continues automatically under existing inheritance laws. Other areas are in effect rendered similarly unavailable, the title being vested in the Government, where it remains. While all such religious or public possessions may be held by natives and foreigners alike, they are in reality only leaseholds.

An important portion of the real estate of the country is at present practically useless as a basis of credit, except for the direct income from it, as it can not, in effect, be mortgaged. Converting the leaseholds into freeholds would enable men in all branches of industry to extend their activities, and the business of the country would be stimulated.

**Agricultural Review.**—Crops in Turkey were generally good during 1911 and brought fair prices, but the scarcity and high cost of labor reduced the profits. The lack of adequate transportation facilities was an even greater factor in depriving the farmers of their just rewards. This not only limited the area tilled, but also failed to provide accessible markets. Not much more than 6 per cent of Turkey's superficial area is under cultivation, and Turkish husbandry is capable of enormous development. The following totals of the cereal crops of Turkey were supplied by the Ottoman Department of Agriculture: Wheat, 164,979,000 bushels, valued at \$165,390,000; barley, 119,903,600 bushels, valued at \$75,200,000; oats, 20,995,400 bushels, valued at \$8,712,000; rye, 17,939,000 bushels, valued at \$13,472,800; corn, 33,339,700 bushels,



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valued at \$25,511,200. Of these amounts Turkey in Asia produced 145,519,000 bushels of wheat, 106,271,000 bushels of barley, 14,456 bushels of oats, 12,093,700 bushels of rye, and 18,856,200 bushels of corn.

Sesame is grown about the Sea of Marmora, in the Cilician Plain, and in Palestine. In commerce with the United States it figures mostly in the crushed form. It is employed in the preparation of various standard sweetmeats, and thus incidentally enters into competition with American corn products. With the exception of linseed the seed crops turned out moderately well in 1911. The canary-seed crop is reported as fairly satisfactory, amounting to about 100,000 sacks. The United States depends on Turkey, Morocco, and Argentina for its supply of canary-seed, but Australia is the heaviest buyer of the Turkish product.

**Attar of Roses—Gum Tragacanth.** — The value of the attar-of-rose industry in Turkey is roughly estimated at \$1,000,000. Some of the most fragrant roses are brought from Anatolia and distilled in Constantinople, but the industry flourishes more especially in the region about Adrianople, extending from there into Bulgaria, which is its home. The attar of rose exports to the United States were valued at \$36,784 in 1911, against \$69,039 in 1910. Owing to the small supply, prices have reached the highest figures recorded since the Russo-Turkish war of 1876.

The Turkish gum tragacanth for 1911 is estimated at over 500 tons, and the abundant supply caused falling prices. The gum is gathered from incisions



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| ASSURANCES RÉGULARISÉES EN VIGUEUR. . . . .                                                               | Fr. 10.894.163.029 |
| MONTANT DE L'ACTIF . . . . .                                                                              | Fr. 3.548.378.388  |
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| FONDS DE RESERVE DE DIVIDENDES ET DE PRÉVOYANCE                                                           | Fr. 536.855.013    |
| TOTAL DES RECETTES DE L'EXERCICE . . . . .                                                                | Fr. 583.910.552    |
| TOTAL PAYÉ AUX DÉTENTEURS DE POLICES. . . . .                                                             | Fr. 278.045.515    |
| AVANCES AUX ASSURÉS AU COURS DE L'EXERCICE . . . . .                                                      | Fr. 130.110.337    |

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Dividendes payés en 1911 sur polices à participation annuelle émises en 1909; âge de l'assuré, 30 ans:

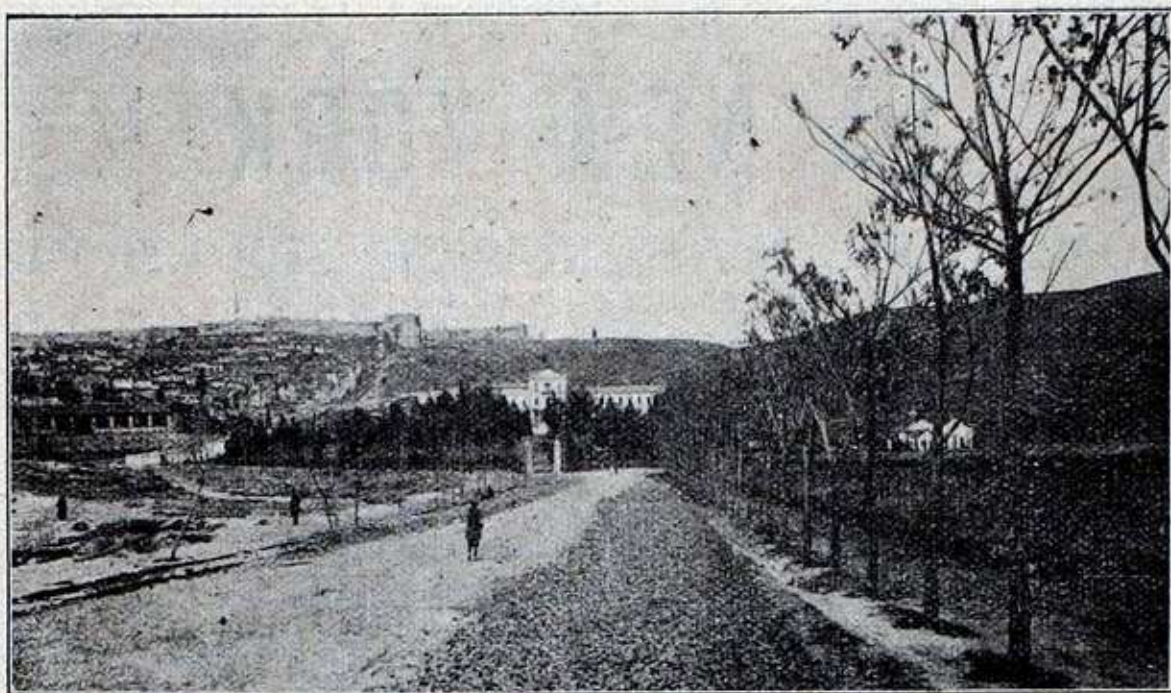
|                            |        |                                   |
|----------------------------|--------|-----------------------------------|
| Vie entière, prime viagère | 16,57% | } du montant de la prime annuelle |
| Vie entière, 20 primes . . | 15,07% |                                   |
| Mixte de 20 ans . . . . .  | 12,51% |                                   |

Montant total  
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RUE EVANGILISTRA, SALONICA.

made in the tragacanth bushes near the roots and is then separated into quantities according to cleanness.

**Increasing Nut Exports.**—The exportation of nuts from Turkey is developing into a business of magnitude. While last year's filbert crop, on account of the extremely cold winter of 1910-11, did not compare favorably with the exceptionally heavy yield of the preceding season, the quality was superior and the prices, owing to shortages in Italy and Spain, unusually gratifying to the producers. The 1911 output of unshelled filberts from the Black Sea districts is estimated at 83,080,000 pounds, against 107,113,308 pounds in 1910. The annual average for several previous years had been 55,000,000 pounds. Germany took about 40 per cent of the exports. Three-fourths of the filberts exported are shelled.

It is only recently that the exportation of walnuts from Turkey to the United States has assumed importance. The best walnuts are produced in Albania, and it is likely that shipments of these nuts, like those of Albanian cheese, go from that region to the United States without figuring in Consular invoices, as there are no American Consuls stationed anywhere on the Adriatic coast of Turkey. Other walnuts centers are Samsun, on the Black Sea, and Smyrna. The average crop for European Turkey is estimated at 1,250 tons and that of Asiatic Turkey at 6,500 tons.

The United States takes nearly two-thirds of the total exports of pistachio nuts, mostly from Syria. The 1911 crop in Syria was relatively not as plentiful as that of Persia. The exports do not run into high figures on account of the extensive home consumption for confectionery.

**Fruit and Wine Production.**—Smyrna's fig crop for 1911 is estimated at about 22,000 tons and its raisin crop at approximately the same amount. Prices are high and stocks short. The 1911 olive crop was generally



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abundant and of fair quality, the Smyrna and Mitylene districts reporting an output of 100,000 tons, against an average of 60,000 tons, but prices have not dropped to any considerable extent below the high levels of 1910. Turkey's orange and lemon trade is increasing, Jaffa, Sidon, and Tripoli supplying markets as distant as Australia. Nearly 900,000 cases of oranges were shipped from Jaffa in 1911, about three-fourths going to Liverpool and other English ports.

Wine production is proving successful in Turkey—Jaffa, Smyrna, Adrianople, and Brussa being the centers of the industry. In 1910-11 26,000,000 pounds were exported, against 15,000,000 pounds in 1909-10, Germany, France and Egypt being the best customers. Turkish wines and those from Cyprus and other Turkish and Greek islands are mixed in France and Germany with native wines, but the time is undoubtedly approaching when they will sell more generally in the world's markets on their own merits.

**Trade in Silk and Cotton.**—Brussa and Beirut are the chief centers of Turkey's silk industry, and the gross annual production of fresh cocoons in the Empire may be estimated at 33,000,000 pounds, valued at about \$9,000,000. 80 to 85 per cent of this is spun into silk in Turkey, the rest being exported to Continental markets. The spun silks are almost entirely exported, as the native looms are limited to a few hand machines. The average annual silk-thread exports amount to about 1,100,000 pounds from Syria and 1,540,000 pounds from Brussa and Adrianople. Turkish 1911 silk crop was superior, but prices were low, partly owing to the new fashions requiring less material and partly on account of Japanese competition. Bona fide efforts are still being made to open up direct connections with the United States for the sale of Turkish raw silk. Turkish sericulturists have had to face several poor seasons in succession, and there is a tendency to abandon silk for tobacco in some places.

The cotton growing industry of Turkey, which acquired some importance during the American Civil War and declined shortly thereafter, is reviving. In the Cilician Plain 85,000 bales were raised in 1911. Of these 50,000 were exported to Austria, Spain, Italy, Germany, and France, the estimated value being nearly \$2,000,000. In the Smyrna district 40,000 bales were raised in 1911, of which 28,000 were shipped abroad. Turkey is beginning to manufacture cotton goods and will require an increasing percentage of its raw cotton for home consumption, while finer, long-fiber qualities may be needed from the United States. In 1907, 200 bales of American upland cotton were imported into Asiatic Turkey and 250 bales in 1908. Besides the spinning mills at Adana and Tarsus a British firm has a cloth factory in Smyrna for the manufacture of "cabot" for the Ottoman army. Cotton growing will unquestionably spread in Turkey, especially in the lowlands of the Jordan, the Tigris, and other rivers emptying into the Mediterranean Sea and the Persian Gulf.

**Furs and Skins—Wool Consumption.**—Fox, martin, and hare skins are the principal pelts exported from Turkey, amounting to about \$700,000



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Fifth Edition, Western Union

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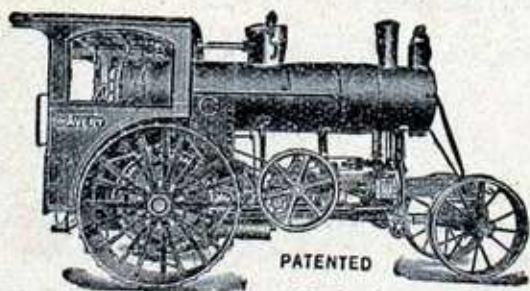
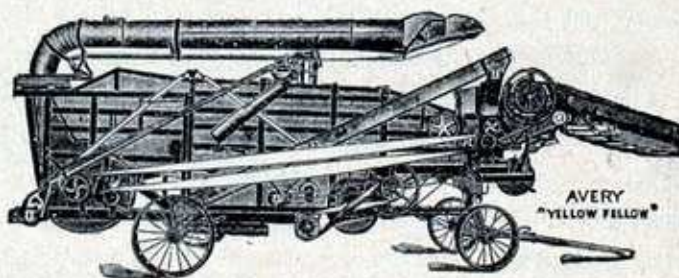
to all parts of the world of steam threshers, steam gang plows, traction engines, farm tractors, commercial trucks, heavy hauling cars, dump spreading cars, road rollers, steam shodders, cotton and corn planters, cultivators, stalk cutters, wagons and many other lines of

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**Smyrna, Turkey.**

**Commission Merchant**

**Scientific Packer and Exporter of Smyrna Figs**

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**New York Office:**

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a year. Leipzig is the principal market, but some of the furs go to New York. The fox skins come largely from the Armenian highlands. About 100,000 fox skins, 50,000 martin skins, and 1,000,000 hare skins are exported annually. The last named are preferably shipped to America, and some of the martin skins reach there after being colored in Leipzig.

Changes in fashions made the goatskin trade less active than in 1910. There was a keener demand for kidskins, but most of this business goes to Bulgaria, as the Turks do not generally kill the kids. A falling off in the supply of sheepskins was noticed, as a result of the severe winter of 1910-11, and the 1911 trade did not compare favorably with that of previous years. Prices, therefore, ruled rather high in spite of the sluggishness of American, Austrian, French, and other foreign markets. A brisk trade in Sudan-tanned goatskins was reported from Tripoli in Turkish Africa.

The American demand for Turkish wool is diminishing, possibly owing to high prices, as the local demand for wool is increasing. A Turkish Government factory now consumes annually 20,000 bales of 280 pounds, out of a total output of 100,000 bales, in the manufacture of clothing, fezzes, and blankets for the army. Native carpet manufacturers also absorb steadily increasing quantities. The existing demand from America shows that the tariff is carefully reckoned with, the pulled wool being shipped without grading, after the elimination of the fine quality found on the backs of the animals, thus bringing it within the American law-duty limit. While the



exports of Angora wool to the United States fell off in 1911, large quantities of Syrian wool for carpet making were shipped, bringing the total exports of wool to the United States up to \$1,460,953, against \$777,892 in 1910 and \$2,088,002 in 1909. In addition to this amount, considerable shipments of Syrian wool for the United States are declared at the Marseille Consulate.

**Mohair Shipments—Sausage Casings.**—Owing to complications in the Bradford yarn market and new processes for the utilization of wool pulp in textiles, 1911 did not measure up to the expectations of the Turkish dealers in mohair, and prices declined. In the United States the finest qualities of mohair are chiefly in demand; and the quality in 1911 was not extra, owing to inclement weather, which confined the flocks to their folds, resulting in stained hair. Nevertheless the exports to the United States increased from \$390,852 in 1910 to \$546,880 in 1911. A fair clip of Turkish mohair amounts to about 60,000 bales, against an annual output of 120,000 bales of Cape mohair.

Sausage casings to the value of about \$600,000 are annually exported from Turkey to Austria, England, the United States, and other countries, the purchases of the United States in 1911 amounting to \$167,625. The average length of a sheep gut as shipped is 22 to 24 yards, selling at 8 to 10 cents per coil. Ox, goat, and other guts are also exported, mostly in a dried state.

*(To be continued)*

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**Opium, Gum Tragacanth,**

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The poor crops in the provinces of Kossova, Monastir and Salonica were due primarily to the drought and incidentally to the violent winds, locusts, etc.

In the same way, another of the chief causes for the poor yield of the crops of this season in the three provinces of European Turkey is the systematic hewing down of the forests which exist without any new planting of trees in the place of those cut down. These are not the only causes, however, there are others:

1° A defective system of agriculture, entirely unscientific and consequently not very productive.

2° The absence of the necessary modern farming implements to permit a practical sowing and a quick and economical harvest.

3° The absence of fertilizers to nourish and enrich the soil, and make it more productive and resisting to bad weather.

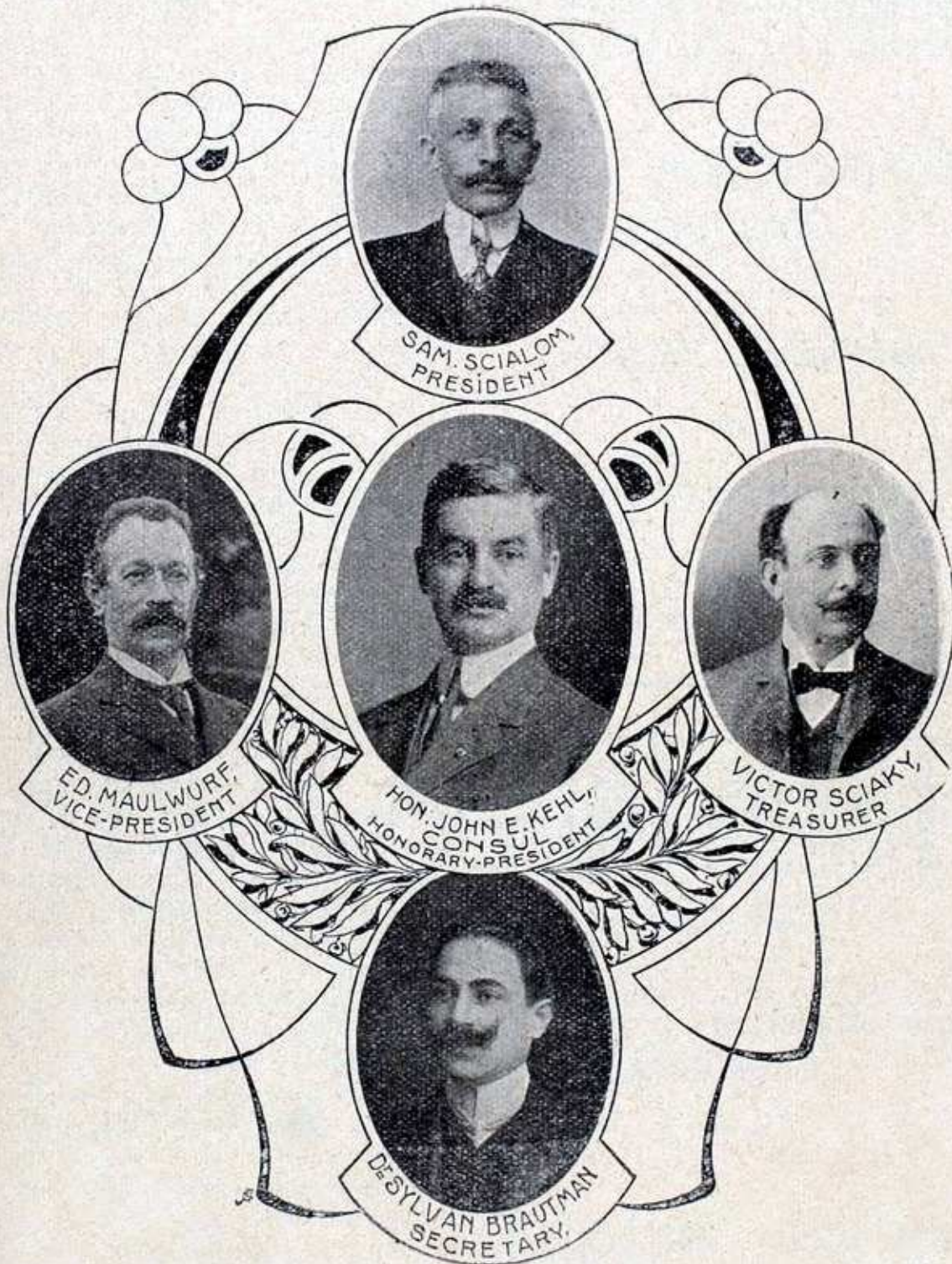
While on one hand our forests are being destroyed and we lack modern implements and fertilizers, the neighboring Balkan States have already made considerable strides on the lines mentioned.

Severe laws protect their forests, numerous cooperative societies and agricultural government banks lend an efficient help to the agriculturist and procure him the necessary tools for his work, while a large number of technical schools are turning out agriculturists trained both practically and theoretically.

Respectfully submitted,  
Dr. SYLVAN BRAUTMAN.

Salonica, Sept. 18, 1912.





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Special department: finest qualities

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SALONICA-TURKEY

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SALONIKI — TURKEY.

## Bulgarian Otto of Roses.

(Translated from the *Deutsche Levante-Zeitung*.)

Of all volatile liquids Otto of Roses is, without doubt, the most important for the perfumery industry. Its aroma may be truly called superb. The Otto of Roses, most frequent in commerce is produced chiefly on the Southern slopes of the Balkan Mountains in the vicinity of Kazanlyk in the Kingdom of Bulgaria. This is a most beautiful piece of earth which has been especially blessed and favored by nature. The wanderer in this district can see the most luxuriant rose-fields for miles, a truly celestial sight for the eye, and the beautiful aroma fills him, as it were, with a magical and delicious sort intoxication.

The young Kingdom of Bulgaria alone is the only country which can boast of a cultivation of roses on such a large scale. It is true that the culture of roses is also carried on in Asia Minor (Damascus), in Persia (Shiraz), in India, and in France, and of late in Germany on a large scale, and the production of Otto of Roses has also attained some importance in these countries. But the classical country of Otto of Roses is and still remains Bulgaria (Eastern Roumelia). According to the result of the harvest, Kazanlyk produces 500 - 3,000 kilograms of Otto of Roses. This is extracted principally from the *rosa damascena*, a variety of the *rosa centifolia*. In order to produce a kilogram of Otto of Roses the leaves of from 3,000 to 3,200 roses are necessary.

At harvest time, which begins in Kazanlyk during the month of April, thousands of girls and women are to be seen in their picturesque national costumes at work picking the roses. In a large shed the rose-leaves are plucked and placed in large baskets. Then the baskets, carried mostly by the women on their heads, are brought into the distillery. Here are an infinite number of copper kettles placed in rows and filled with fresh well water, ready to receive the rose-leaves. Otto of Roses is then manufactured according to an ancient recipe by distillation



and refining. In addition to Otto of Roses, rose water is also produced, but this rarely comes into commerce from Bulgaria, as it is always used afresh in distilling new quantities of roses.

Genuine, unadulterated Otto of Roses is from bright yellow to grass green in color. In the same way the various grades vary greatly in density. Some of them are entirely liquid at an ordinary temperature, whereas others are more dense. In reality Otto of Roses is composed of two ingredients, one, a liquid, which really contains the essence, and one, solid and crystalline, which is probably odorless in a pure condition. One would think therefore that the liquid extracts would be the more valuable, but in commerce the denser extracts are more highly prized. The reason for this is probably that the density is to a certain degree a guarantee for the purity of the essence. The so-called Stearopten, the solid body, does not melt below a temperature of 45° C and can only be distilled at a temperature

between 280° and 300° C. Another peculiarity of the denser essence is its slowness to dissolve in alcohol, one part of Otto of Roses requiring 140-160 parts of strong spirits to dissolve fully.

It should not be thought that pure Otto of Roses has a pleasant smell; it can hardly be said to have an aroma at all; it smells, on the contrary is so strong and asphyxiating, that it is exceedingly repugnant to many people. Only after it has been diluted to a considerable extent does the beautiful aroma evolve.

Whereas the Otto of Roses produced in other countries, such as France and Germany, for example, is used at once in the place of production for the manufacturing of pomades, essences, etc., Kazanlyk is the furnisher of Otto of Roses to the entire world-market. It is much to be regretted however, that a great part of the Otto of Roses does not come in an unadulterated state into commerce, but is already to a great extent adulterated on the spot where it is produced. In fact, a great many pro-

---

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INSURANCE AGENTS.

ducts called Otto of Roses are offered for sale which possess nothing of the roses but the name. These products are mostly extracted from the rose-leaved geranium, and are in turn in various ways adulterated with cheaper extracts. A large quantity of Otto of Roses comes even from Kazanlyk which is adulterated, chiefly with extracts of the Indian geranium.

The geranium-extract which is mostly used for adulteration is subjected to a special treatment before it is mixed with the essence, and is first of all exposed to the effects of light and the oxygen of the atmosphere. Through this it begins to become resinous and dense, and loses at the same time the pungent odor which it possesses in its fresh condition.

## Agriculture on the Syrian Coast.

There is no doubt that, next to Mesopotamia, the two countries known as Syria and Palestine are the richest of the Ottoman Empire from an agriculturist's point of view.

The strip of country connecting Egypt with Asia Minor, as history tells us, once had a population of 18,000,000 million souls, all working and supporting themselves peacefully under its pleasant climate; if we compare this number with that of the present day, however, we shall find that the total population hardly reaches 3,000,000.

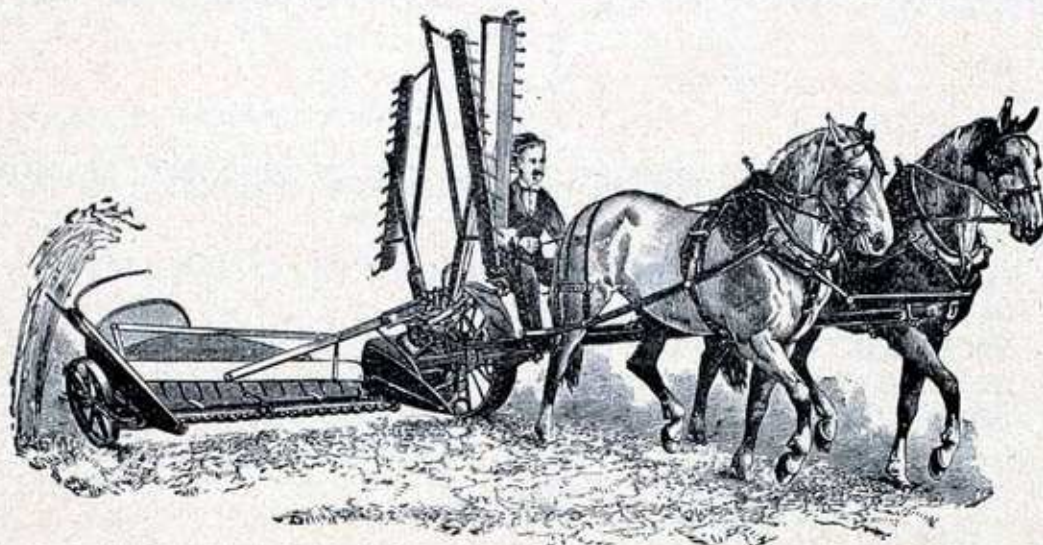
The production of the country was sufficiently great at that time, not only to supply the wants of the inhabitants, but there was also a surplus on hand which was exported to various parts of Europe and Africa by the famous Phoenecian seafarers. At the present day the production of the country is hardly enough to meet the local needs and the exportation is comparatively small.

If we look into the causes of this falling off, we shall, in my opinion, hardly find the climate different from what it used to be, and the fertility of the soil is still very great. In former times, however, every particle of soil was cultivated, which is not now the case, and with the present meagre



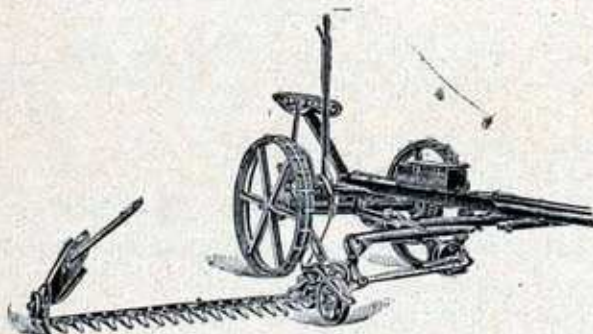
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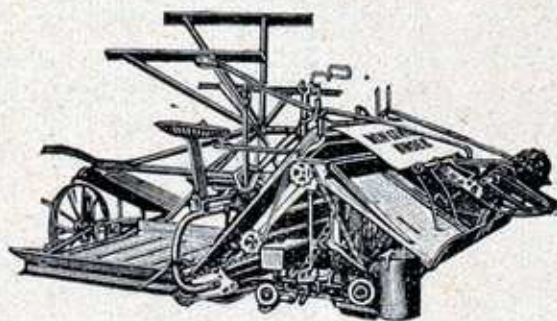
- 1 — horse (4' 0" cut) Weight 800 lbs.
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*Telegraphic address:*

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IMPERIAL OTTOMAN BANK

population, proper cultivation is almost impossible, and will continue to be so until modern agricultural machinery and farming methods are introduced. One has only to travel a short distance into the interior to see vast tracts of land, once flourishing, now left entirely to nature's care, which lands in their present state could not be made to bear without an expenditure of several thousand pounds.

Another reason would seem to be that the large number of rivers and brooks to be found in these sections were formerly used for irrigation purposes, whereas at the present time they are left to empty their waters into their outlets without being in any way utilized, although it would seem as if both soil and crops on both banks were badly in need of irrigation. In addition to the above, emigration is playing an important part in impoverishing the country, taking away a considerable portion of the inhabitants needed for its cultivation.

It may be safely said that both Syria and Palestine on account of their fertility

and their favorable climates, as well as through the absence of crop diseases, are in a position to raise almost any kind of fruits and trees, each kind having its particular favorable climatic center.

The climate of these countries may be divided into four distinct categories:—

1<sup>o</sup>) The Oceanic, or mild climate, embracing the narrow strip of land along the Mediterranean, where different leguminous and graminous crops may be raised successfully. Here all kinds of fruit trees of the general orders *Orantaceae* and *Rosacea* are grown in abundance. Olive trees are plentiful, especially in high places, the oil of which is still extracted from the olives by wood machinery after the old fashion which is very slow and entails a considerable loss of the oil. Figs and grapes are grown in large quantities. Tobacco is also raised successfully.

2<sup>o</sup>) Continental or inland climate where there is a great difference between the days and nights and also between the seasons. Here large quantities of wheat are produced, and maize and sesame to a smaller



extent. Olive and pistachio trees grow here abundantly. Where water is to be had numerous orchards are to be found, the chief fruits being apples, pears, peaches, etc. Grapes are also grown in large quantities.

3<sup>o</sup>) The mountainous climate where the winter season is extremely cold and the summer cool. In the higher and rockier regions there are some forests of pines and oaks to be found. In the more habitable regions grapes and mulberries are grown to a large extent, silk worms are produced in abundance and wine is made. A few cherry trees recently imported have given satisfactory results.

4<sup>o</sup>) The Jordan Valley, where the temperature does not fall below 40° C. during summer, and where the winter is very mild. The soil is very fertile and on account of the abundance of water, agriculture is carried on on an extensive scale. Here various kinds of tropical and half-tropical trees and crops could be grown. Sugar cane could be planted, as well as cotton, bananas, India rubber, coffee and

the like, but enterprise is needed as well as the introduction of modern machinery.

Of recent years the Zionists have made their appearance in Palestine, coming from different parts of Europe and have succeeded in purchasing land in different sections. In the short time of their working here they have already done much in the way of introducing improved and scientific methods and many spots, which, but a short time ago were nearly abandoned, have begun to show signs of progression and will in a very short time have been turned into a paradise.

It is much to be hoped that the Ottoman Government will stretch out its helping hand to the poor cultivators of these regions in the way of opening agricultural schools where they may learn the principles of proper cultivation of the soil which they have, and also by the establishment of agricultural banks which have proved so successful in certain other Near Eastern countries. Respectfully submitted,

NASSOUHI BEYDOUN.

*Acre, September, 1912.*

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GENOA — LUCCA — MONDOVI — NAPLES — ORBETELLO — ORVIETO — PALESTRINA  
PINEROLO — SIENNA — SUBIACO — TIVOLI — TURIN — TORRE ANUNZIATA — VELLETRI  
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## Le Pétrole.

On vient de publier la statistique de la production générale du pétrole en 1911. Les Etats Unis occupent la première place avec 28,933,000 tonnes en augmentation de 992,000 tonnes sur la production de 1910. La Russie vient seconde avec 8,884,000 tonnes en diminution de 494,000 tonnes sur la production de 1910. La troisième place est détenue par les Indes Hollandaises dont la production a sauté de 1,496,000 tonnes (1910) à 1,624,000 tonnes l'année passée, et la quatrième place est occupée par le Mexique dont le rendement a fait un pas formidable en sautant de 444,000 tonnes en 1910 à 1,600,000 tonnes en 1911. La production en Roumanie a aussi progressé de 1,352,000 à 1,543,000 tonnes, mais celle de la Galicie a déchu de 1,762,000 tonnes en 1910 à 1,270,000 pour l'année écoulée. De

même les Indes Britanniques ont rendu 800,000 tonnes contre 818,000 tonnes; ainsi que le Japon dont la production a baissé de 257,000 tonnes à 253,000 tonnes; sans oublier celle de l'Allemagne qui a reculé de 145,000 à 143,000 tonnes, tandis que celle du Pérou s'est accrue de 177,000 à 180,000 tonnes pour la même période. Le rendement du Dominion du Canada est estimé à 42,000 tonnes pour 1910, les chiffres pour 1911 n'ayant pas encore publiés.

§

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| ¼ page | \$3.50 | per issue |
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TURKEY, RUSSIA & PERSIA

## Oilfields in Cyprus.

Cyprus is one of the newest places in which serious exploration work has been undertaken with the object of oilfield development, says a writer in the *Financier*. Along the northern coast of the island, which thrusts a long and narrow peninsula out to the eastward, runs a chain of mountains and upon the slopes of this a well-know geologist has been working for some time in the hope of finding oil indications. He has selected, as probably oil-bearing, half a dozen areas which lie in two groups, and run in a line nearly east and west, the eastern extremity tending slightly to the northward. One area lies to the southeast of Kyrenaia, the next to the eastward of the former close to Malonda, the third still further to the eastward and to the west of Akonto. Then there is a gap, and the other three areas lie stretched out in a line five or six miles to the north of Tricomo. The entire series from east to west extends about twenty-four miles.

It may be remembered that upon the neighboring mainland of Palestine oil traces have been found, as also in Asia Minor; so that there is nothing unlikely in Cyprus being a prospective oilfield, especially considering how rich in petroleum many of the Mediterranean countries have proved to be.

## Egyptian Crops.

It is estimated that this years' production of maize and rice in Egypt will be 191,000,000 kilos and 25,000,000 kilos respectively.—*Sudan Herald*, Khartoum.



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## Petroleum in Greece.

Springs of crude petroleum on the island of Zante, Greece, are attracting not a little attention. They are locally known as pitch springs (like so many other true petroleum sources), and are to be found at the southern end of the island, in a wide and marshy hollow hemmed in by mountains but open on one side to the sea. Analysis shows that the oil is of a high degree of purity. It issues from the earth in cavities where water is found, the drops oozing up from below and spreading like a scum on the surface. Only a few gallons a day is the total flow from the various sources.

Local capital recently provided the funds for drilling close to the springs. A bore was made near one of them with a pipe 2 ins. in diameter, with the result that after a depth of some

200 ft. had been passed oil was obtained in small quantities. Water is associated with the oil so yielded, and it is stated that water and oil flow up the pipe together; but this means nothing, as defective shutting off of interior surface water would produce this phenomenon. In May last a steam-engine and a proper drilling rig were brought to the spot, and the first power-well has now been begun with 12-in. casing. A rough log of the former drilling reads as follows:—

| Ft. | Ins. | Ft.    | Ins. |                                                    |
|-----|------|--------|------|----------------------------------------------------|
| 0   | 0    | to 25  | 6    | vegetable mould.                                   |
| 25  | 6    | to 100 | 0    | clay with a thin stratum of sulphur.               |
| 100 | 0    | to 230 | 0    | limestone.                                         |
| 230 | 0    | to 310 | 0    | hard stone, known locally as <i>peritolithos</i> . |

It will be seen from the even feet measurements in the above that the



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depths are only approximate. The thickness of the last hard stratum is not known, as it has not been drilled through. The belief is held that this is the cap-rock, and that oil will be found beneath it, and in this connection it should be remembered that the island has been subject to earthquakes in the past and that the strata are very much broken and disturbed.

§

## TELEPHONE SYSTEM FOR CONSTANTINOPLE.

[From *The Orient*.]

As some of our readers are aware, the concession for a telephone system for the capital and its suburbs has been given to a society organized by British, French and American capitalists, and this concession is for thirty years, with privilege of renewal for ten years if the Government does not purchase the lines at that time. All the capital stock has been subscribed. The lines are to extend all over the city, from Roumeli Kavak to San Stefano, from Anatoli Kavak to Pendik, and among the Princes Islands. The company proposes to install 10,000 receivers, and have it all done in less than four years. There will be central offices in Pera, Stamboul and Scutari, and of course connection across the Bosphorus as well as with the Islands. The proposed rates are quite reasonable:—One year, limited to 500 calls, Lt. 5, with a descending scale for all calls above that number; unlimited use for one year, on one side of the Bosphorus, Lt. 8, with special rates for points across the Bosphorus; also special rates for business houses. One can easily realize the immense saving of time that will result to all business houses from the telephone installation. In fact, the wonder is that the city has existed these four years without it. Already the Government offices, the Palace, and the Parliament House are connected, as well as the two offices of the Ottoman Bank. But the annoying inconvenience of having no connections between the Embassies, and the Consulates, and the colleges, and the banks, and the Bible House, — to say nothing of the private houses, — is about to be done away, and the populace will rejoice to see the day. The minor questions of what language to use when calling up "central", or of how to say "Hello" and "Ring off" in Turkish, will speedily settle themselves.



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THE CORINTH CANAL.

## The Corinth Canal.

(From *The Near East*.)

The Corinth Canal was opened about twenty years ago. It runs across the Isthmus of Corinth, the width of which is six miles, thus dividing the Peloponnesus or Morea from the Northern part of Greece. Its width is 29 metres (95 ft.) and its depth is sufficient to allow vessels of very large size to pass from the Gulf of Corinth into the Saronic Gulf and vice versa. By the use of this canal the route between the Adriatic and the Aegean and Black Seas is shortened by about one day, and the rough seas of Cape Malea and the adjacent narrow channel between the island of Cerigo and the Southern coast of Morea are avoided. From a strategical point of view the canal is of great importance to Greece and in

case of any troubles in the Near East this waterway may play a great part in the movements of Mediterranean fleets, for the inner entrance of the Corinth Gulf has been called "Little Dardanelles" and in the Saronic Gulf on the island of Salamis there is a naturally well protected dockyard of the Greek Government. A glance at any good map will show the importance of the place. For some reason, however, connected with towing arrangements the larger vessels for fear of accidents in passing through the canal prefer the longer route round the Morea.

An American firm has sent to Greece a representative, who was received by the Prime Minister, M. Venizelos, and submitted proposals to the Greek Government by which the firm proposed to effect certain alterations in, and the application of steam engines



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CARYATIDS, ATHENS, GREECE.

on land for towing the ships through the canal, without increasing its present width. The idea is to lay on one bank of the canal a railway line on which very powerful and heavy engines of special construction will run, the vessel on entering the canal will be attached to one of these engines, which will tow it steadily through the canal quickly and without touching any of its banks. According to the plans submitted, ships up to 14,000 tons will be able to pass quite safely through the whole length of the canal. This is of great importance to Greece, whose latest battleship, just ordered will be of 14,000 tons. M. Venizelos assured the representative of the American firm that the proposals and plans will be submitted to an expert committee, and that, if their report be satisfactory, he will

gladly ask the Chamber of Deputies to pass the necessary bill, since the scheme will solve a problem of great importance to navigation.

§

### Le Coton Américain.

Le gouvernement Américain a publié un rapport important sur la dernière récolte de coton. Les conditions de la plante étaient de 74.8 pour cent il y a un mois, et 73.2 pour cent durant l'époque correspondante de l'année écoulée, ce qui a dépassé les prévisions. En se basant sur ces données l'on évalue la récolte de 14.000.000 à 15.000.000 de balles, mais il va sans dire, qu'une période critique doit encore être essuyée. Dans le cas où le temps serait beau, la production promet d'être l'une des plus fructueuses que l'on ait enregistrée. La production pour la saison qui vient de finir est de 16.138.000 bales.



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## Trade in Roumania.

(Extract of a report by Ralph M. Odell, published by the Bureau of Foreign and Domestic Commerce, Department of Commerce and Labor, Washington, D. C.)

**General Trade Conditions.**—Roumania has an area of 50,720 square miles and a population estimated in 1910 at 7,000,000. Its total foreign trade in 1909 amounted to \$160,837,846, of which the imports were valued at \$71,084,919 and the exports at \$89,755,927.

Exports are shipped chiefly through the ports, Braila and Galatz, near the mouth of the Danube, and Constantza, on the Black Sea. Imports also enter through these ports, but a considerable quantity comes overland from Austria-Hungary and Germany.

The trade with the United States does not appear in the Roumanian statistics, but American statistics show that in 1909 the United States exported goods to Roumania to the value of \$603,411. This includes only direct shipments, in addition to which American goods come into Roumania from Germany and Turkey and are credited to those countries. Exports from Roumania to the United States in 1909, as shown by consular invoices, were only \$2,549, but in 1910 they increased to \$413,285—chiefly tobacco and fusel oil. American exports to Roumania are mainly agricultural machinery and implements, cottonseed oil, shoes, typewriters, automobiles, and miscellaneous machinery tools.

Roumania is essentially an agricultural country, and cereals form by far the largest part of the export trade. There are also rich coal and oil deposits in the country, as well as salt mines and extensive forests. But the wealth of the country is derived chiefly from the products of the fields, and the buying power of the people—more than 80 per cent of whom live in the rural districts—depends upon the crops. In 1910 the crops were the largest in the history of the country, and preliminary statistics indicate that the exports that year exceeded all previous records. Import figures for 1910 are not yet available, but they also will doubtless show a great increase.

In the steadily expanding trade of Roumania the United States has therefore had a very small share. There have been two chief obstacles to the development of our trade with that country. The principal exports of Roumania—cereals, oil, and timber—are articles which the United States produces in sufficient quantities for home consumption, whereas European countries are buyers of these products and large shipments are made each year to Germany, Austria-Hungary, Italy, France, England, and Turkey. It is natural that Roumania should endeavor to promote trade with these countries rather than with a country which buys an almost insignificant amount of her products.

A more serious handicap to the increase of American trade has been the tariff, which imposed a higher duty, in the case of many articles, on goods from the United States



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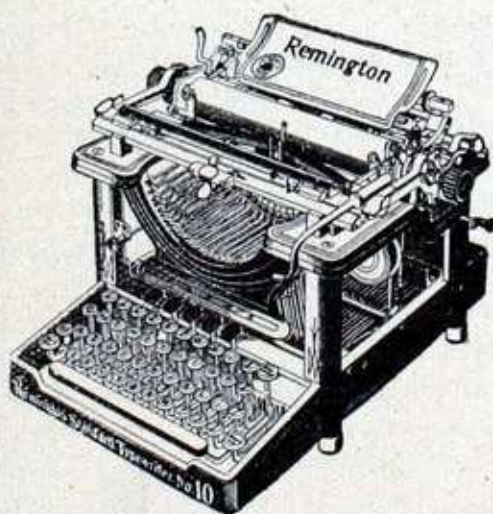
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than on imports from European countries. England, Germany, Austria-Hungary, France, Spain, Italy, Turkey, and Russia have had treaties with Roumania by terms of which goods from these countries have enjoyed the conventional rates, while American products were subject to the general rates. This obstacle has been removed by the law promulgated in May, 1912, providing for the admission of American products under the conventional tariff.

**Sales of American Shoes.**—In two articles on which there has been no difference in the rates of duty, namely, agricultural machinery and shoes, American manufacturers have been able to establish a good trade. In nearly a dozen stores in Bucharest I observed various brands of American shoes. American goods are not well known in Roumania, but there is a desire to know more about them, and, fortunately, a high opinion of the quality of things American. At many shops American flags are displayed in the windows or are painted on the outside, and *articles Américains* is used as a sign to attract buyers and to emphasize the excellent quality of the merchandise on sale. Usually the only American goods in these stores are shoes and rubber goods. Sometimes, unfortunately, only imitations of American goods are sold, often with an English name or mark in order to make the buyer think he is getting the real article.

Conversations with dealers in American shoes, developed the fact that there is a steadily growing demand for both American shoes and rubbers, and there is every reason to believe that trade in many other lines could be developed if proper methods of introducing the goods were employed. The shoe trade could be considerably increased if an enterprising American or Roumanian firm were to establish in Bucharest a large store, carrying a full stock of styles and sizes. The trade is now divided among 10 or 12 small dealers, each of whom has only a limited stock on hand. Frequently it happens that a prospective customer, attracted by the quality and shape of the American shoe, enters a shop only to find that he cannot get the size



desired, and he goes away feeling that the shoes are in some way inferior because he cannot get what he wants. If the business were conducted on a more extensive scale, enabling the dealer to carry a larger stock, much better results could be obtained.

Another means of promoting trade in shoes, and this applies to other lines as well, was brought out in a conversation with a Bucharest merchant. This dealer stated that during the several years he had been handling American shoes he had never received a call from a representative of the house. While a certain amount of business can be done by long-distance correspondence, the American manufacturer can secure more satisfactory results if at least once a year a representative of the firm calls on the Roumanian merchant, looks over his stock, and offers suggestions for increasing sales. Personal contact would undoubtedly stimulate the growth of our trade: the lack of it distinguishes American trade in Roumania from that of other countries. At least twice a year German, Austrian, English, and Italian manufacturers send representatives to confer with their agents and to cooperate with them in effecting sales.

**Agricultural machinery.**— The Roumanian market is like that of many other countries in which there is a steady demand for manufactured articles. Being essentially an agricultural country, with a low tariff, there is a splendid opportunity for the sale of American agricultural machinery. If American firms place their products in the hands of good agents and cooperate with them by a campaign of publicity a splendid business can be done. It is estimated that 37 per cent of the agricultural machinery now used in Roumania comes from the United States; but we could secure a much larger share of this trade if the proper efforts were made.

The present duty on agricultural machinery and seed drills, winnowers, plows, harrows, and cultivators is 2 lei per 100 kilos (\$0.175 per 100 pounds), and on implements such as hoes, scythes, sickles, and forks, 7 lei per 100 kilos (\$0.613 per 100 pounds). There was in this case no difference between the general and conven-

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tional tariffs, and American machines entered on the same basis as those from other countries. Improved methods of cultivation in Roumania are widening the field for the sale of agricultural machinery and implements, and American manufacturers would do well to make a serious effort to secure a larger share of the trade by sending out representatives to demonstrate the merits of their machines.

**Cottonseed oil -- Olive oil.**— Cottonseed oil ranks next to agricultural machinery among the articles the United States sells to Roumania, and the demand is rapidly increasing. In 1908 the total imports amounted to \$206,412 and in 1909 to \$386,975. Of the latter approximately one-fourth was credited to the United Kingdom, Austria-Hungary, Italy, Germany, and Turkey, and three-fourths to "other countries." As cottonseed oil is not produced to any considerable extent in the countries named, and as the amount given under "other countries" refers chiefly to the United States, it is safe to assume that all of this oil was originally shipped from America. This market deserves the serious attention of oil manufacturers.

The imports of olive oil, the chief competing article, amounted to only \$206,861 in 1909 as compared with \$877,781 in 1908. The duty on olive oil is 5 lei per 100 kilos (\$0.438 per 100 pounds) if in casks and 12 lei per 100 kilos (\$1.055 per 100 pounds) if in bottles or other receptacles. These are the conventional rates, and the general tariff is 10 and 18 lei per 100 kilos, respectively. The duty on cottonseed oil under both rates is 30 lei per 100 kilos (\$2.63 per 100 pounds).

**Typewriters, Automobiles, Tools, etc.**— There are only two agencies for American typewriters in Roumania, and the trade in this line appears to have been neglected. Latin letters are used in the Roumanian language, and the obstacle encountered in Bulgaria and Servia, where Slavish letters are used, does not exist here. One American automobile is sold on this market, and the business has been very satisfactory, more than 40 machines having been sold in less than a year. A substantial, cheap car is desired, and if capable agents are selected and supported by the manufacturers a good trade can be built up. The trade in shoes has already been mentioned. The predilection of the natives for the American-style shoes and the good reputation which they enjoy should be used to advantage in increasing our trade. There is also a good demand for rubbers and galoshes, which are almost universally worn by the better classes during the winter months, and the American product is very much in favor.

The opportunities for the introduction and sale of other products of American manufacture in Roumania are numerous and varied. The large forest area of the country—more than 900,000 acres—creates a demand for sawmill machinery. The rich deposits of coal and of oil suitable for fuel make the country a good market for the sale of oil and gas engines for use in the industries. There are numerous flour mills, sugar factories, and chemical works, and a few cotton, woolen, linen, and silk mills; although manufacturing is not conducted on a large scale, the Government is endeavoring to promote the country's industrial development by granting liberal concessions, and American manufacturers of engines, pumps, machinery, and tools can obtain a share of the trade this industrial awakening will create. American hardware is not enjoying the sale it deserves.

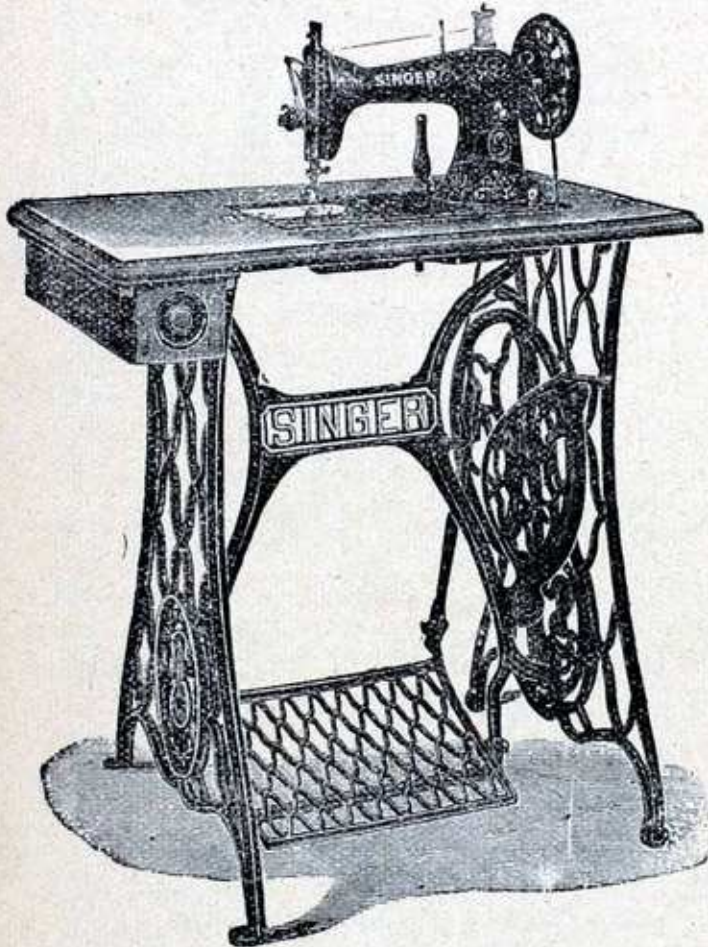
**Best method of entering market.**— American trade can be obtained here in proportion to the real desire of manufacturers to enter the field and their willingness to adapt their methods to existing conditions. The New York manufacturer of machinery, tools, or hardware does not introduce his goods into Texas or Illinois by correspondence and catalogues, but through a representative from the home office. It is just as essential that he should employ the same methods in placing his products in Roumania and the markets of the Near East.





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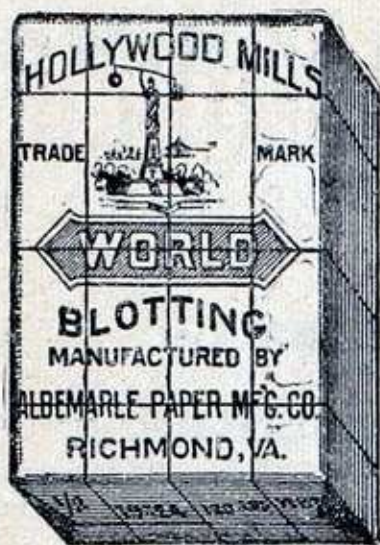
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Whatever the merit of an article, its value or good qualities must be demonstrated by some person who is familiar with it and who is authorized to select an agent after going over the field thoroughly. Through the local agent the particular tastes and requirements of the trade can be ascertained and met, and difficulties can be overcome through mutual cooperation. But having selected an agent, he should not be left to develop the business alone; he should be visited at least once a year in order to secure the most satisfactory returns.

Good results cannot be obtained by sending out catalogues or letters in an unfamiliar language, with prices quoted in a currency the value of which is unknown. English is not generally understood, and the merchants are too busy to hunt up friends to translate letters or catalogues for them or to search through books to ascertain the value of American money. This is sometimes done in the case of an article that possesses some peculiar merit, but, generally speaking, the business is secured by some German or English house that has a representative on the ground with all information and details regarding prices, and usually with a full line of samples of the articles offered. French or German is spoken by a large majority of the better classes and by practically all the merchants and business men; correspondence and catalogues should be in one of these languages, preferably French.

**Cotton goods trade.** — Careful investigation and inquiries among importers and dealers revealed the fact that American cloth and cotton goods are unknown on the market. Textiles made of vegetable fibers rank second in importance among the imports of the country; and while this classification includes cotton, flax, hemp, and jute products, cotton manufactures constitute by far the greater part of the total.

The total value of the imports in 1909 was nearly \$2,000,000 less than in the preceding year. Crops, on which the foreign trade of the country so largely depends,



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| Aleppo . . . . .                    | Yanni Manachy & Fils |
| Beyrouth . . . . .                  | S. Audi & Frères     |
| Agent for European Turkey . . . . . | Leon Matteossian     |

were very poor in 1908, and this accounts in a large measure for the heavy decline in imports during the year following, and which time the effect of the small yield were most keenly felt. Crops were good in 1909, and in 1910 the yield exceeded all previous records. Statistics of imports during 1910 are not now available, but they will undoubtedly show a large increase.

Another reason for the decreased imports of cotton goods is the development of the local cotton industry, which has only begun to assume a degree of importance during the last few years. There are now in Roumania 8 cotton-weaving mills, which contain 3,000 looms and employ about 2,000 operatives. The most important of these is the Fabrica Romana de Bumbacarie Colentina, at Bucharest.

**Yarn trade — Hand-loom weaving — Peasants' costumes.** — The imports of yarn, exclusive of sewing thread, exceeded those of cloth. Part of this yarn was used by the weaving mills, but the greatest portion was sold to peasants for use on hand looms. Practically every home in the country districts is provided with a hand loom, on which all the coarse heavy goods for clothing are woven. In proportion to population the extent of hand-loom weaving is perhaps greater in Roumania than in any other country in the world, with the possible exception of India. In the weaving of silk goods a very high degree of excellence has been attained by the peasants and their products are very much sought after by the upper classes. This is due partly to the patronage of the present Queen of Roumania and her efforts to encourage the native industry.

The costume of the men in the rural districts usually consists of a long coarse cotton blouse, drawn in at the waist by a cord or belt, and trousers of the same material. The women generally wear a coarse, loose-fitting jacket or bodice, with a skirt of some dark-colored material and a handkerchief or head shawl over the head. In winter



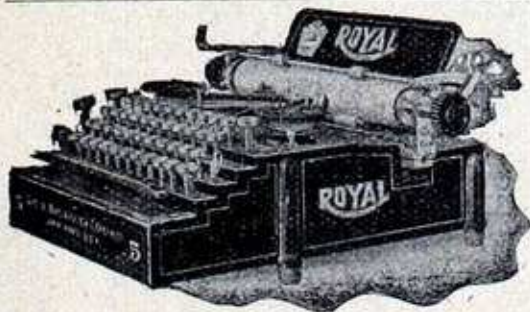
sheepskin is usually worn over the upper part of the body. Hosiery is not used by the poorer classes, the feet being wrapped with a narrow strip of cloth, or bandage, usually of the same material as the trousers and extending up the leg. Instead of shoes, homemade sandals, usually of hemp, are worn. This is the everyday costume of the peasants. The gala or holiday dresses are rather handsome, each district in the country having its own peculiar costume. They are usually made of a combination of cotton and silk or wool and silk, and the mantle or shawl, which is wrapped gracefully around the lower part of the body, is often richly ornamented in bright and showy colors and sometimes with gold or silver threads. The entire costume is made by the peasant in the home, from imported yarn in the case of cotton, and from raw silk obtained in the country.

**Opportunity to introduce American goods.** — While the native mills supply the home demand for gray and bleached goods and, to a large extent, for cheap colored goods, foreign manufacturers are depended on for the better grades of these goods and for all prints, flannelets, piqués, percales, medium and fine gingham, and velvets. The description and prices of the principal goods in demand which have been given above are sufficient to demonstrate the possibility of American manufacturers securing a share of this trade. The fact that American goods are unknown here would be no obstacle if they were properly brought to the attention of dealers and importers, and the desire of the people for things American makes the present an opportune time for the introduction of American cotton goods.

The best method of entering the market is that employed by the countries which now have the trade. The cotton manufacturers of England, Germany, Austria-Hungary, and Italy are represented in Bucharest by their own agents. Twice each year, in the spring and the fall, salesmen from the home office visit Bucharest, bringing with

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them a full line of samples, and they are prepared to quote prices for at least six months in advance. These salesmen, accompanied by the local agent, call on the various dealers, make inquiries as to any new styles or patterns in demand, and note any complaints that may have arisen. In short, everything possible is done to cooperate with and support the local agent, to keep in touch with the trade, and to increase business. Prices are usually quoted f. o. b. Manchester, Vienna, or Berlin, and the customer pays all freight charges, duties and other expenses. The terms are usually six months, and American manufacturers should at least endeavor to extend credit to cover the period required for transportation and delivery of the goods.

Roumania is a country that is developing rapidly through exploitation of its rich agricultural resources. At present the peasants' hand looms supply a considerable part of the cotton goods consumed, but the development of the country will doubtless cause a decline in this industry; and as the purchasing power of the people increases so will the demand for cotton goods. American cotton manufacturers should lose no time in securing a foothold in the market. Representatives with authority to appoint agents and with a full line of samples neatly and attractively prepared should visit the country without delay. The samples of American colored goods and prints that I exhibited to the trade impressed the dealers very favorably, and the prices are no higher than those quoted by other countries, after making due allowance for the higher freight rate. We should not neglect this market. The growing sentiment for American goods seems to favor us, and if a serious and conscientious effort is made along the lines indicated, good results will certainly follow. It will not be a wise policy simply to send samples and quote prices; the man on the ground usually gets the trade, and the market deserves special attention.



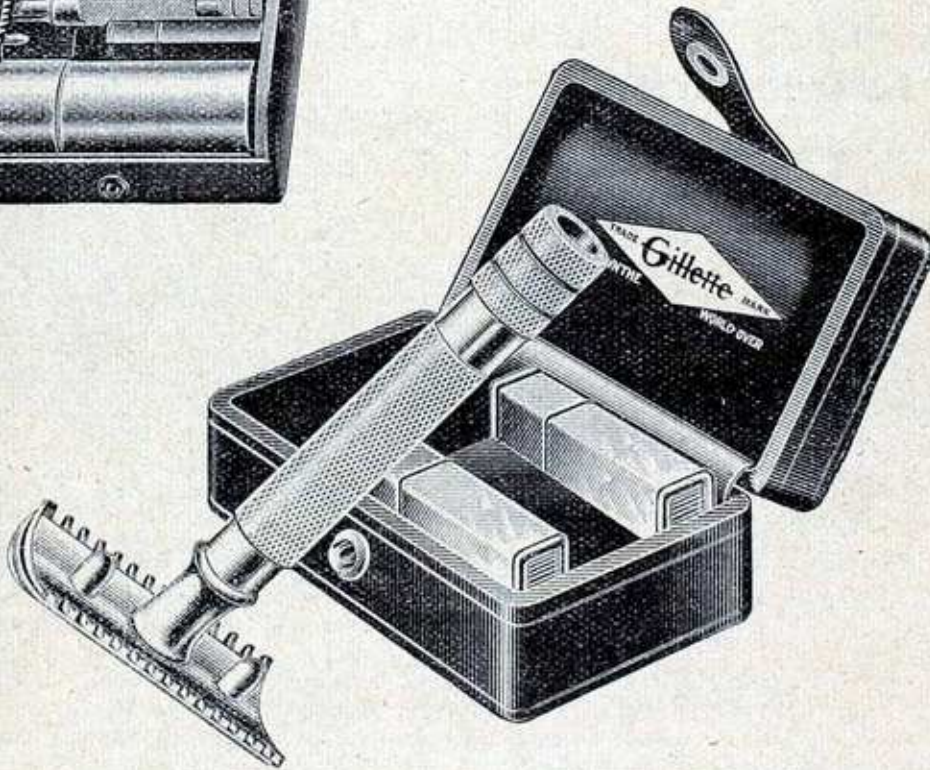
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## The Balkan War.

Although great must be the regret felt by every fair-minded person truly conversant with conditions in the Balkan Peninsula at the outbreak of the present war, it may be stated that the same is not likely to have any very disastrous effects on the general business situation in these countries, and although a short period of stagnation may be felt in commercial circles, the same will not have any lasting effects.

The Turco-Italian war having been brought to a close and the present war not being likely to last long, trade prospects will be bright on conclusion of peace, and many firms, American and European, in anticipation of the benefits to be derived from a general clearing of the political situation are already at work taking orders for future delivery.

It behooves, therefore, American manufacturers to take advantage of the situation which is bound to bring about greater certainty for the future.

According to advices received from the United States, the war has already had the effect of awakening a keener interest in the countries of the Levant and the attention of Americans has been called in a greater degree to their commercial importance. Let us accordingly hope for a quick and satisfactory solution of the problems involved in the present struggle, which will open the road to a more enduring peace and prosperity and lead to the extension of American trade relations in the Near East for which the Chamber has been working.

✧

## Extension of Chamber's Activities to the Red Sea District.

The Chamber is about to extend its activities to the Red Sea littoral, the initiative in this matter having been taken by Mr. Consul Walter B. Schulz of Aden, Arabia. Mr. Schulz assures us that we are about to make an impression in Aden, Djibuti, Berbera, Hodeida and Massawa. In a recent letter, dated September 25, 1912, Mr. Schulz writes:

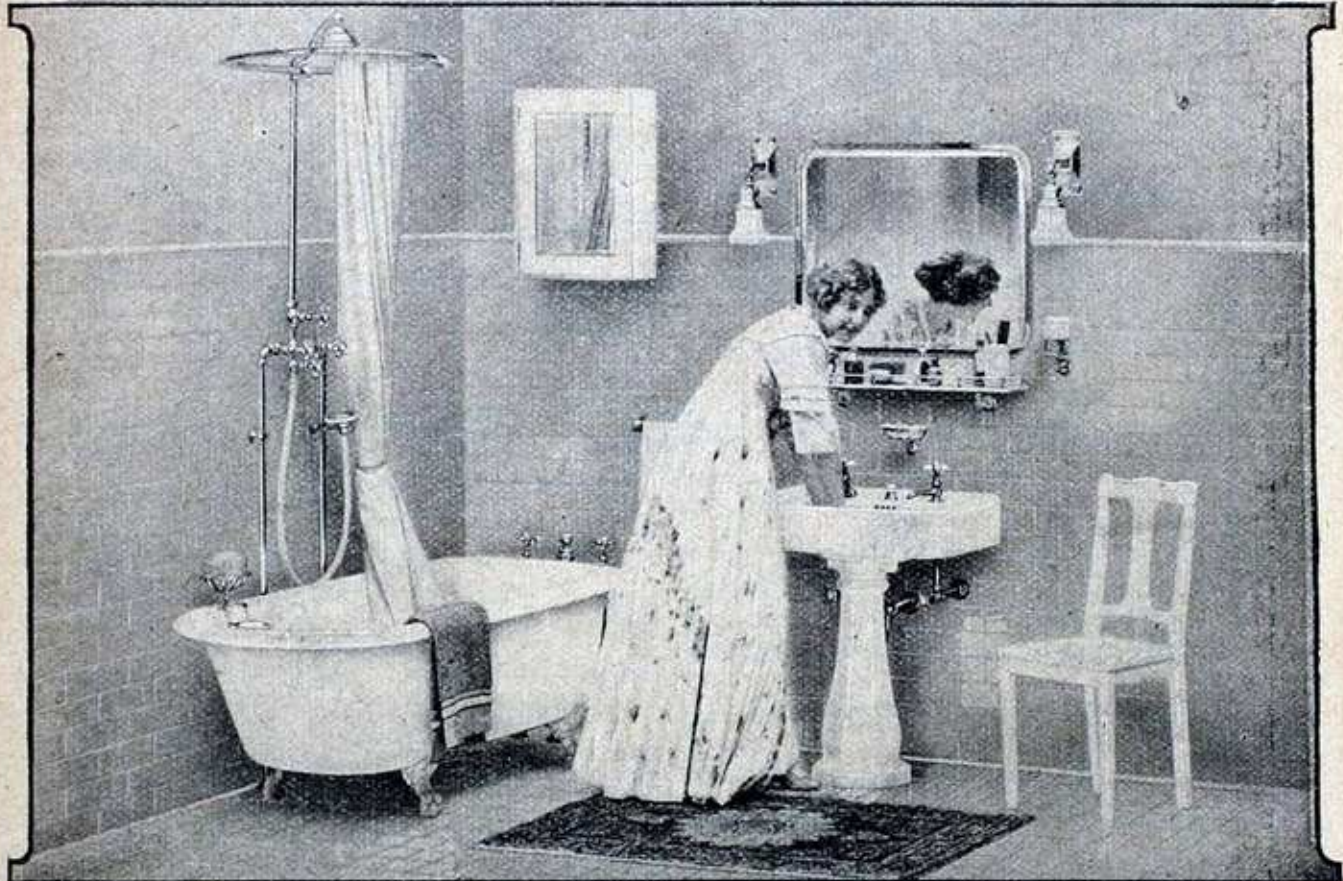
Co-operation to be sure, is essential if we of America are to hold our own in the Near East with the ever watchful and enterprising German, Austrian and Italian, to say nothing of the rest of the East. The rebirth of these three nationalities already has had its effect on American trade at Aden.

The Italians, for example, have all but cut the American piece goods business in two and the Austrians, not slow to seize an opportunity, are now sharing in the same business to a marked degree.

We should, therefore, not only have an American Chamber of Commerce for the Levant but an American Chamber of Commerce for the Near East and I venture to say that the day is not far distant when we will have just that or at least an active branch of the chamber here.



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**T**HE artistic perfection of "Standard" guaranteed plumbing fixtures, combined with their lasting sanitary worth, makes them a permanent investment in satisfaction and comfort. They add a value to your house far greater than their cost and are as enduring as the house itself. Their installation means certainty of service.

The Plumbing Fixtures shown in this advertisement cost approximately \$ 140. except when sold in the Far West.

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

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Write for Catalogue and all information to European Sales Office, Dept K. Bath House, 57-60, Holborn Viaduct, LONDON, ENGLAND.



A. B. C. Code 4th & 5th Edition  
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Raisins, Nuts,  
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and in the principal towns of  
ASIA MINOR.

## Progress in Cilicia.

### FAILURE OF CEREAL CROPS.

Owing to prolonged drought followed by abundant rainfall occurring last autumn, cereal crops were badly damaged all over the Cilician plain. Most of the fields situated in lowlands were flooded and their seeds completely destroyed by stagnant water. The injury was so great in some localities, that new seed had to be ordered from Russia and Roumania to meet the approaching season.

**Cereal Crops.**—These consist exclusively of wheat, barley and oats, wheat being the most important, as it is cultivated on a larger scale. It is a red, hard variety peculiar to this country. Many experiments were made with foreign seeds, but they all degenerated after the first few years. The Russian white, hard wheat has been able, so far, to stand better and longer than any other variety the inclemency of this climate.

**Straw badly needed.**—The effect of the failure is a lack of straw to feed cattle and all farm animals, this being the only food for them until fresh grass comes up in the spring. Consequently, the load of two bags which was worth from 10 to 12 piasters, is now sold at 45-50 piasters, and it is feared that these prices may still increase as winter approaches.

**Reapers unsold.**—As a further consequence of these failures, most of the reaping machines imported as usual remain unsold and have to await the new season; they all come from the United States, as American manufacturers have not had up to date to fear any foreign competition in this line.

### REPORT OF COTTON CROP.

**Notable Compensation.**—As a compensation for the failure of cereal crops, this province was favored with an unprecedented yield of cotton promising to exceed 100,000 bales. In fact, everything seems to have contributed for this extraordinary result: First of all, all fields where cereal seeds had been damaged by floods were



per force used for cotton cultivation, in addition to the usual extent of land reserved for same. Again the weather conditions were most favorable all summer long, but the principal factor is certainly the improved plowing due to the use of modern machinery.

**Benefits of Steam Plowing.**—Before steam plowing machines were known and used here, an average crop very seldom reached 50,000 bales, while last year 75,000 bales were registered, and this season promises a further increase of 25% at least.

The necessity of heavy plowing was experienced some time ago; implement types were successively tried; animal driven machinery was eliminated owing to the unfitness of the existing breed of cattle and horses. Power driven machinery was, therefore, imposed and steam engines preferred. At present, over a hundred sets of these machines are at work in this district; they are all English make with only one exception lately brought from Germany. There exists also another American machine which was introduced about four years ago, but it was not destined for heavy work and its consequent failure was a complete victory for English manufacturers.

**Varieties of Cotton Seeds.**—Native cotton is white, wool-like, coarse and short staple quality, worth in value less than Egyptian and American species; in view of improving it, different kinds of foreign seeds were successively tested, but none of them seemed to be suitable for this country.

**Egyptian Seed.**—Several varieties of Egyptian cotton were first introduced and sown in different ways and localities, but no satisfaction whatever was obtained owing, very probably, to the inadequacy of the summer heat.

**American Seed.**—This was next tried and gave a better result than Egyptian, however, there is no hope that it could be generalized for scarcity of hand labor.

## Juda & Salmona

IMPORT - EXPORT

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Scott's Code 6th Edition 1885.

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**Russian Seed.**— In some parts of Asiatic Russia there is a variety of cotton very much similar to the quality grown here in which the lint is kept up in closed bolls but preferable to the latter for its prolificacy and strength of staple.

Experiments were, therefore, recently made by interested parties but proved totally unsuccessful.

#### PREVAILING DIFFICULTIES.

Notwithstanding the notable improvement already obtained through modern system of plowing, there are still some prevailing difficulties which will hinder any further development unless proper steps are taken to overcome the same.

**Scarcity of Hand Labor.**— Labor is getting more and more insufficient, especially for cotton picking purposes. This work was paid at the rate of 8 to 10% payable in kind and generally lasted a couple of weeks. Now the prices paid are from 12 to 15% and the picking season cannot be over in twice the time

it should be, thus exposing the outstanding crop to the bad weather.

**Absence of Roads.**— There are no roads to permit, after rainy weather, any constant or easy communication between the villages and their respective market centers, nor to facilitate the storing up of crops. Although high rates are being charged, means of transportation are few and very imperfect. Farmers, consequently, get no advantage from the increased crops, the increase being eaten up by extra expenses and deterioration from exposure.

#### PRESENT REQUIREMENTS.

The above stated difficulties could all be easily overcome by supplying the lack of hand labor by machinery.

**New Machine Necessary.**— The inadequate supply of labor is apparent during the cotton picking season, and shows the necessity of machinery for picking purposes.

Although I have no idea of mechanics, I venture, however, to believe that it may be



possible to build such a machine on the principle of an ordinary hay-rake with special adaptability for cotton bolls.

In order to make clearer the object of the suggested implement, I must say that cotton picking here has no analogy with the process in use for American cotton.

The lint of the native cotton is firmly kept up in closed bolls, easily detachable from the plant, which have to be raked up, ripe and green, all at once in a field. Consequently, neither complication nor solidity are wanted; a simple, light machine carefully studied in leisure-time, for either animal or power traction would meet this requirement. While the suggested invention may find no market outside of this province, still it is worth consideration as it may become, some day, indispensable with the ever-growing efforts for agricultural development in this country and in Mesopotamia.

**Tractors wanted.**— The unreasonable rates and excessive slowness of transportation at present conducted by camels and

buffalo carts brings up the necessity of seeking for more rational and accelerating means. This problem could be easily solved by employing machinery, and there is no doubt that in the near future numerous steam or oil tractors will be crossing this plain thus saving both expense and time.

Respectfully submitted,

JOHN DEBBAS.

Mersine, Oct. 17, 1912.

§

**Mr. Ralph Milton Odell.** Cotton Goods Specialist of the Bureau of Foreign and Domestic Commerce, Department of Commerce and Labor, Washington, D. C., is again on his way from the United States to the Levant and will be in Smyrna for a few days the early part of November. From Smyrna he proceeds to Beirut and plans an extensive visit to the Syrian and Red Sea Coasts.

Registered Telegraphic Address:

"ECONOMIC, CONSTANTINOPLE"

A B C Code 5th Edition.

## The "Economic" Co-operative Society, Limited, CONSTANTINOPLE.

Head Office: RUE HÉZARÈNE, GALATA, Established 1883.

|                                                   |                                                             |                                                             |                                                  |
|---------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|--------------------------------------------------|
| PERA BRANCH,<br>12, Tépé Bachi.<br>(Estab. 1900.) | KADIKEUI BRANCH,<br>21, Muhurdar Djadessi.<br>(Estab. 1903) | STAMBOUL BRANCH,<br>15, Rue Eski Zapitié.<br>(Estab. 1907.) | BOOK BRANCH,<br>9, Tunnel Han.<br>(Estab. 1909.) |
|---------------------------------------------------|-------------------------------------------------------------|-------------------------------------------------------------|--------------------------------------------------|

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### American Chamber of Commerce for the Levant.

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### Le pétrole comme combustible.

(Traduit de l'*American Exporter*, New York.)

L'un des traits les plus saillants du vingtième siècle, c'est la place prépondérante qu'ont prise les Etats-Unis sur l'Angleterre en tant que producteurs et fournisseurs de combustible du monde entier. Il ne paraît pas improbable que dans quelques années le combustible liquide remplace la houille et que les Etats-Unis restent comme maintenant, la plus grande source de pétrole. En Angleterre une Commission Royale a été constituée pour dresser un rapport sur l'emploi de l'huile de pétrole pour la marine, et l'organe le plus autorisé de la presse anglaise dit "que l'on doit reconnaître que l'emploi de l'huile seule ou simultanément avec la houille promet de jouer un rôle des plus importants dans la force motrice des vaisseaux de combat." Chez nous, aux Etats-Unis nos ingénieurs sont très satisfaits de cet emploi qu'ils ont essayé sur les nouveaux cuirassés, faisant remarquer que le poids des compartiments des chaudières est de 300 tonnes moindre, augmentant ainsi le rayon de trajet. L'usage de l'huile (pétrole) comme combustible a été adopté par des bateaux desservant la ligne Europe-Australie et d'autres naviguant entre San Francisco et l'Australie. Deux bateaux allemands sont en construction et doivent aussi se servir de pétrole et maints autres encore.

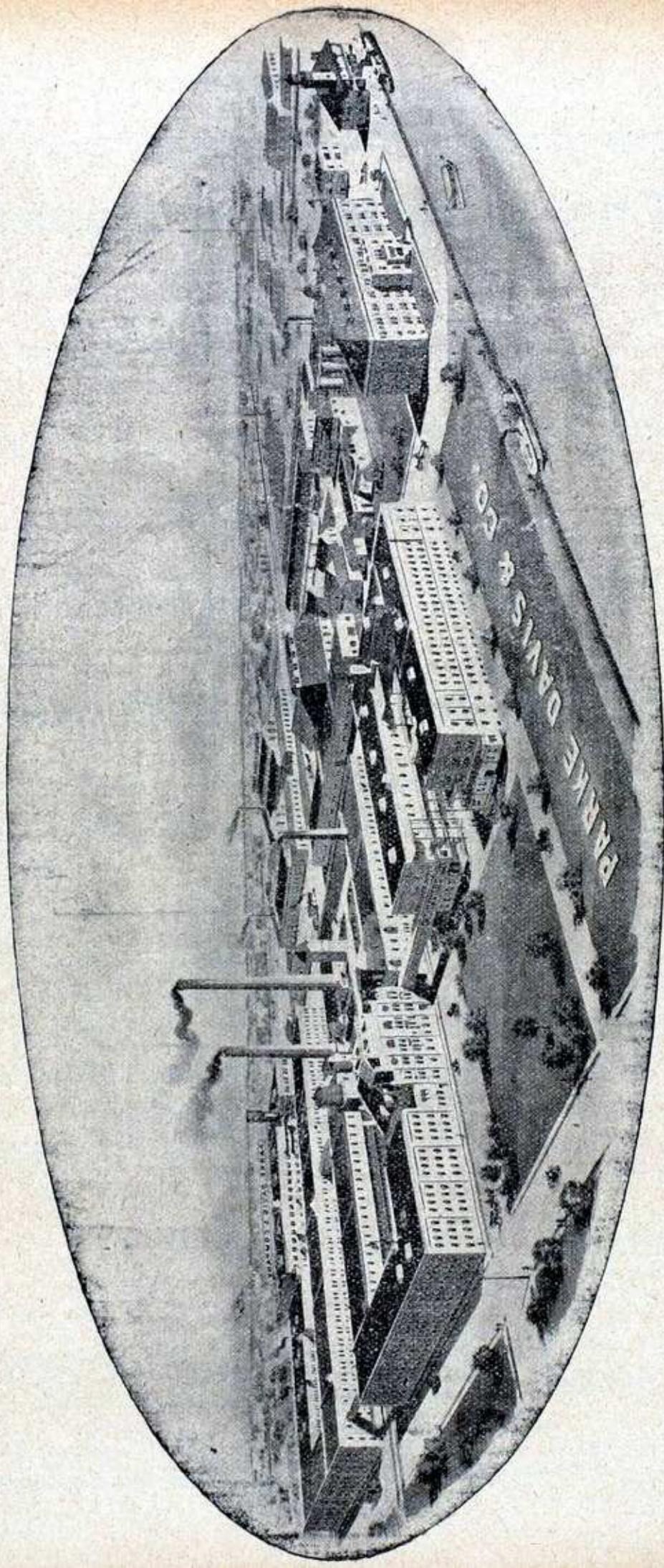
**Smyrna Fig and Raisin Crop.**—Mr. Consul-General George Horton of Smyrna writing in the *Daily Consular and Trade Reports*, states:

The *Reform*, a newspaper of this city, estimates the raisin crop for this year at about 700,000 quintals (87,164,000 pounds) and that of figs about 75,000 camel loads (36,082,500 pounds). But from what I have been able to learn it seems that exporters and dealers mostly are trying to keep the crop reports at a low figure in order to be able to begin with high prices, and that if the weather continues favorable the raisin crop will approximately amount to 800,000 quintals (99,616,000 pounds), against 450,000 quintals (56,034,000 pounds), last year, and the fig crop to 100,000 camel loads (48,410,000 pounds, against 120,000 camel loads (87,732,000 pounds) last year.



We have the pleasure of reproducing on the opposite page of the present issue the principal laboratories of Messrs. Parke, Davis & Co., Manufacturing Chemists, Detroit, Mich., U. S. A. Messrs Parke, Davis & Co., are members of the *American Chamber of Commerce for the Levant* through their London Branch, Beak Street, Regent Street, London, E. C., through which their entire business with the Levant & the Near East is conducted.





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# The Smyrna Fig Packers, LIMITED

REGISTERED IN LONDON

Head Office: SMYRNA

**Capital: £. 200,000**

## EXPORTS FROM MALTA TO THE UNITED STATES OF AMERICA DURING THE YEAR 1910-11.

| ARTICLES                                 | Values<br>of Local<br>Produce, | Values of Goods<br>other than<br>Local Produce. |
|------------------------------------------|--------------------------------|-------------------------------------------------|
| Goods manufactured<br>unenumerated . . . | \$25                           | —                                               |
| Machinery & parts .                      | —                              | \$729                                           |
| Total . . .                              | \$25                           | \$729                                           |

Although the Malta statistics above given do not show any exportation of Maltese Lace, Tobacco, or Cumin Seed to the United States and only one shipment to the Philippines, Consular invoice records show the following exportation to the United States, the Philippines and the Canal Zone, of the above goods :

|            |                                 |            |
|------------|---------------------------------|------------|
| Lace goods | United States . . . . .         | \$438.92   |
|            | Manila . . . . .                | 665.69     |
|            | Cristobal, Canal Zone . . . . . | 161.63     |
| Tobacco    | United States . . . . .         | 451.84     |
| Cumin Seed | „ „ . . . . .                   | 1,584.61   |
|            | Total . . . . .                 | \$2,999.69 |

This discrepancy is probably due to the fact that the goods were billed to an

intermediary port for transshipment and are thus credited in Malta statistics as exports to the intermediary port. In the case of the lace goods, the parcels post is usually employed and in this way the exports do not come under the statisticians of the customs department.

§

## Avis aux Exportateurs.

Nous attirons l'attention des négociants du Levant sur les nouveaux règlements adoptés récemment par le gouvernement américain régissant l'importation de plantes, graines, pousses d'arbres, etc., aux Etats-Unis. Ces nouveaux règlements comportent des certificats d'inspection concernant les conditions des plantes qui doivent être obtenus à chaque expédition, des permis d'importation aux Etats-Unis joints bien entendus à des permis d'admission.

De plus amples renseignements peuvent être fournis par n'importe quel poste consulaire américain.



## Industries of the Yemen.

The Yemen is undoubtedly the best known and most fertile province of southeastern Arabia. On the north is the province of Asir, on the south the gulf of Aden and on the west the Red Sea. Its area is about 100,000 square miles and its population is estimated at about 3,500,000. The independent southern Arab tribes living within a radius of 100 miles of Aden, are under British protection. The rest of the Yemen is subject to Turkey. The principal cities of Turkish Yemen are Sanaa with a population of 50,000 exclusive of the Turkish garrison, Hodeidah, the principal port with 15,000, inhabitants, Taiz with about 10,000, situated about 100 miles above Aden, Loheia, the second port of the Yemen and Menakha on the caravan route between Hodeidah and

Sanaa, 47 miles west of the latter city. Menakha has a population of 12,000 or more, largely Jews and is the center of the second largest coffee area of the Yemen.

The Yemen is chiefly devoted to agriculture and to the raising of herds, principally of sheep and goats, but in some parts cattle also. The other industries are almost wholly local and of a petty character. At Hodeidah one large community maintains itself by weaving a native cloth called *mushaddah*, but it is not exported. There are also many Indians there skillful in making ornaments and silver jewelry, in wood carving and making pottery. At Sanaa the workers in copper and brass are the survivors of a once famous school of craftsmen in metals. The dyers also are still able to produce beautiful and lasting colors with the native

# GRAND HOTEL KROECKER

**Beautiful View of  
the Golden Horn**

**PERA, CONSTANTINOPLE**



## American Trade DEVELOPMENT CORPORATION

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*Sirkedji, Angora Han, Constantinople.*

vegetable dyes, chief among which are indigo and madder. In the smaller villages baskets, mats and earthenware are made to some extent by women.

The carpenter work, masonry, blacksmithing and similar trades are all in the hands of the Jews. The coolies and porters are Arabs whose day's work begins with sunrise and ends at sunset. Their wages vary from 15 cents to 45 cents per day according to weather, and the lightness or heaviness of the work performed. Shepherds receive about 7 cents a day and laborers in the fields from 13 to 20 cents. Women assist in the lighter work in the fields, such as dropping grain and weeding, and earn about  $\frac{2}{3}$  the wages of men. In Hodeidah the women of the *Zaidi* sect are often employed at picking and cleaning coffee by the large European firms. They receive fair wages but are despised by the other casts.

Immense herds of sheep and goats are found in the Tehama as well as in the highlands. They live, when there is no better food, on the greenest leaves of acacia and mimosa bush, and scrub. The sheep are of the short haired and straight haired variety which produces no wool. They are raised exclusively for their flesh and the value of their skins, which are exported in large quantities to Europe and the United States. Goats are valued for the same reasons but many are also raised for milk. It is estimated that there are at least 50,000,000 and perhaps 100,000,000 sheep and goats in the Yemen.

The native traders collect the skins from the herdsmen and sell them to European firms at Hodeidah through a broker. Twelve to twenty camel loads of skins enter Hodeidah daily

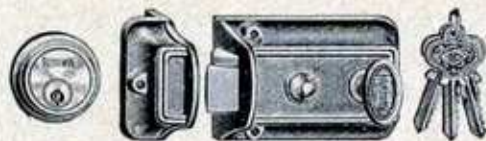


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and in 1909 5,722 bales, valued at nearly 400,000 were shipped out of the port.

Mutton constitutes 80 % of the Arab's animal food. All parts of the carcass are retailed at the same price, but the price varies in different localities.

The cattle of the Yemen are a really beautiful breed. They are of much the same size and color as high bred Jersey cattle in the United States, but are more graceful in form, more docile in disposition and more easily conditioned. Like most animals of the bovine species they have the fatty hump on the shoulders, but it does not detract from their beauty of line. They possess great endurance against hardships and are exceptionally free from disease. Though the Arab knows nothing of improving or developing the dairy qualities of his animals, the Yemen cow possesses excellent natural butter-making qualities and cows which without proper food or encouragement, give three gallons of milk daily at calving time are not uncommon. The retail price of beef is usually two cents per pound less than that of mutton, owing to the smaller demand. A good cow is worth from \$8.00 to \$10.00, a pair of first class oxen will bring \$30.00, bulls about the same, and calves from \$1.00 to \$1.75 each. These are the prices obtaining in the towns about the base of the mountains where the cattle are best and most numerous.

Ducks, geese and turkeys are raised everywhere in the Yemen, but not in large quantities. Turkeys are worth \$1.50 each, geese \$1.50 and ducks from 30 to 50 cents each. Chickens are very numerous and cheap, but of small size and poor quality. In the interior towns they are used largely



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as food and the Turks, especially, use immense quantities of eggs, eating them cooked in four different ways, sometimes in the course of a single meal.

For many centuries the Yemen has been famed throughout Arabia for its products of the soil. Though agriculture is the chief industry of the country, it has never been improved and the system of land cultivation to-day is the same as it was 1,000 years ago. Practically the tools of the Yemen farmer are but four in number; the plow, the threshing flail, a pick with a short handle but a long curved steel point, very strong and sharp, and the broad-bladed powerful knife which every Arab carries in his belt. The plow is drawn by one or two bullocks. It has a single handle of wood and a wooden beam, but the share is of iron, about a foot in length and sharp. It does not turn the soil under, but cuts a very good furrow. The flail is the usual long and short cudgel in his hands and flays out his grain with the long one. Everything done on an American farm with hoes, rakes, harrows, etc., is done in the Yemen field with the long pronged pick and it is a most effective, though simple farming tool. The knife is used to cut the standing grain, hands do the work of shovels and baskets the work of barrows.

But though farming is so crude and the system of cultivation so primitive, it would be hard to find in any country more perfect superficial cultivation of the fields than in the Yemen. In the Tehama every spot that can be watered is planted with *dhurra*, a plant resembling Indian corn in appearance, but producing a grain like millet, or beetils and there are no neglected corners in the field.

In the mountains every nook and cranny where a bit of soil has been washed down between boulders, has been converted into a tiny terrace by means of stone walls. Sometimes the slopes of whole mountains are covered with these terraced fields from top to bottom. Near Suk-el-Khamis is a fertile gorge both of whose sides are terraced for a height of 6,000 feet without a break. The terraces represent the patient, enormous labor of generations. The walls, built up of stones without mud, are usually 8 to 10 feet in height, but some of them are 15 to 20 or even more feet in height, and the eye never meets a break in one. The average width of a terrace is not more than twice the height of its retaining wall and the length is anywhere from 10 feet to 200 yards, rarely more. On them all the coffee and *khat* grown in the Yemen, most of the *dhurra*, barley, maize and wheat is raised. One will look in vain to find a weed growing or a loose stone lying in these little fields so hard won from the rocks. Women and boys weed them by hand and they are kept in perfect condition. This is made possible by the smallness of the land holdings and the cheapness of labor.

In spite of this perfect care and the great natural fertility of the soil the average yield per acre is not large. Primarily this is due to exhaustion of the soil through planting the same crop upon it year after year for generations. Two contributing causes are (1) the thin surface cultivation; (2) the fact that nothing is ever returned to the land. Manure is only occasionally used, every weed and spontaneous growth is taken out by hand and fed to the stock, and the crops are cut





THE SINGER BUILDING, NEW YORK CITY.



off at the root so that no stubble is left to enrichen the earth by its decay. Modern agricultural methods and machinery introduced into the Yemen would greatly enhance the productiveness of the land.

§

## Swindling Operations.

Importers of raw products in the United States (and other countries) are again warned against George (Kevork) Vemian, Dikran Vemian, Basil Tara and their accomplices who, despite all efforts to bring them to justice, still continue their fraudulent practices to which American, English & German importing houses, as well as those of other countries have fallen victims within the past few months. According to the *British Chamber of Commerce Journal*, recently published in Constantinople, the names of E. Theodoris and N. Balbanis are to be added to those already made public, but whether these are new swindlers or only other "aliases" of those already known is not quite certain.

It is of high importance for all importers of raw products from the Levant to make due inquiries concerning the parties with whom they contemplate doing business, especially if payment or partial payment is to be made before the arrival of the goods ordered. This may delay the transaction somewhat, but it certainly would, in many instances, prevent heavy losses.

It might also be well in this connection to warn manufacturers and exporters from the United States against the peddler, Raymondi, of 26 Altenbaccal Street, Constantinople, who is still attempting his petty swindles on American firms.

## PERSONALIA.

Norman Mattison, Esq., Blumenau 55, Hamburg, Germany, European Manager of the Acme Harvesting Machine Company, Peoria, Ill., recently passed through Constantinople on his way to Russia where the company has extensive interests, and called at the office of the Chamber. The Acme Harvesting Machine Co. are members of the *American Chamber of Commerce for the Levant*.

§

H. A. Fruitema, Esq., foreign representative of Messrs. Rumsey & Co., Seneca Falls, N. Y., recently visited Constantinople, and incidentally called at the offices of the Chamber. While in Constantinople Mr. Fruitema booked several orders for Rumsey Pumps, despite the troubled conditions due to the war. Mr. Fruitema leaves for the Syrian coast where Messrs. Rumsey and Company are doing an extensive business.

§

Mr. Demosthenes Lykiardopulos, Director at Large for the Chamber at Mersine, Turkey, is expected shortly in Constantinople where his marriage with Miss Henriette Ralli of the last named city will be celebrated. The Chamber hastens to extend its warmest congratulations to the bridal pair.

§

Mr. James M. Lawrie, foreign representative of the Trussed Concrete Steel Company of Detroit, Mich., was in Constantinople for about one month. He gave a demonstration of the practicability of employing their construction materials in the building of modern dwellings and office buildings. The tests were witnessed



by the most prominent architects in Constantinople and proved a great success. Mr. Lawrie closed a contract with the American Levant Agency, Manoukian Han, 1-5, Galata, to represent the Trussed Concrete Steel Company in Turkey. Messrs. Trussed Concrete Steel Company are members of the *American Chamber of Commerce for the Levant*.



Mr. Lewis Heck, formerly American Vice-Consul in Jerusalem, has recently been appointed Deputy Consul General in Constantinople and entered on his new duties Oct. 19, last. While in Jerusalem Mr. Heck was especially in evidence by his efficient efforts to promote the welfare of the Chamber in which he has always shown a marked interest.



Mr. Samuel Edelman of Philadelphia, formerly Deputy Consul General in Constantinople, has been appointed Vice-Consul in Jerusalem in place of Mr. Heck. Mr. Edelman recently spent a few days in Constantinople on his way from the United States to his new post.

Mr. Norbert Goldenberg, representing the Nicholson File Company of Providence, R. I., has been in Constantinople recently and reports a satisfactory business in this vicinity.



Y. M. Karekin, an engineer connected with Messrs. Westinghouse, Church, Kerr, & Co. of New York, Boston and Chicago, recently visited Constantinople on business.



Mr. Hess of the firm of Morris, Hess & Co., New York, N. Y., importers and exporters of hides, skins and furs, paid a short visit to Constantinople to look after his affairs here in connection with the purchase of material for his firm.



John C. Uhrlaub, Esq., Wholesale Importer of Oriental Rugs & Carpets, 114-116 Fifth Ave., New York, N. Y., passed through Constantinople for the 26th time and left for Persia in company with Mr. Frank W. Chasseaud of Constantinople who is one of his partners.

## "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.

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"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.

### SUBSCRIPTION.

#### IN CONSTANTINOPLE :

One Year, £tq. 0.50; Six months, £tq. 0.25.

#### THE PROVINCES :

One Year, £tq. 0.75; Six months, £tq. 0.40.

#### FOREIGN COUNTRIES :

One Year, £tq. 0.75 (£0.13/6;) Six months, (£0.6/8.)



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SMYRNA, TURKEY.**

### GRECIAN OLIVE CROP PROSPECTS.

From Consul General William H. Gale, Athens.  
Sept. 4.]

The olive crop has suffered greatly during the past six weeks because of the continued lack of rain. In Attica and Boeotia, where practically no rain has fallen since May, the yield of oil will be not more than one-tenth of that of last year. In some of the districts of these provinces no oil whatever will be produced. The total estimated yield of olive oil of the whole country for the year 1912-13 will be about 20,000,000 okes or approximately 6,800,000 gallons, which will be hardly more than enough to supply the local consumption. There is said, however, to be a considerable stock of oil in Greece left from the yield of 1911-12. This surplus stock is estimated by some to be as much as 40,000,000 to 45,000,000 okes, or approximately 13,600,000 to 15,220,000 gallons.

### Turkish Trade in Licorice.

[By Consul General George Horton, Smyrna.]

One of the chief exports from the Smyrna district is licorice, either in the form of root or paste. The word, which seems to be a corruption of the Greek glykyrrhiza, means "sweet root," and so it is commonly called in the Orient.

The United States is probably the best buyer of this product, taking the entire Near and Middle East, according to the best informed sources, between 40,000 and 50,000 tons in good years. The declared export returns of this office show that over 15,000 tons of licorice root and paste were shipped to the United States from Smyrna during 1910, representing a value of \$573,746, but the depressed business conditions of 1911 were reflected in the licorice exportation to the United States, which decreased last year to \$137,848. There is no doubt that a large surplus carried over from last year is now on hand in local warehouses, though it is impossible to secure any accurate information on this point. The trade in licorice, so far as Smyrna is concerned, is practically in the hands of one firm.

Licorice belongs to the pea or vetch family, and grows wild, the plant commonly reaching a height of about 4 feet. It is the long, straight root which is of commercial value. No means have been adopted for cultivating the plant, which requires about three years to reach maturity, or for improving its condition. The company referred to rents fields known to contain licorice and then hires laborers to gather it, paying them daily according to the quantity collected.



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The manipulation of the root is very simple. It is gathered into piles by the laborers and left to dry, then made into bales, in which form it is shipped. The Smyrna exporters also have a plant in the interior for making licorice paste. The Asiatic habitat of licorice is chiefly Syria, Mesopotamia, etc., and may be stated in broad terms to lie along the fortieth parallel of latitude or below it. Vast regions in the valleys of the Tigris and Euphrates are prolific in the plant, but are at present unexploited on account of lack of communication. The licorice root gathered in Syria is brought to Alexandretta by camels, from which port it is shipped.

Licorice as a drug is used to disguise the taste of unpleasant medicines, as a coating for pills, and is also said to have a mild laxative action. Dark beers, such as stout

and porter, generally contain licorice. The French put it into nonalcoholic drinks served in cafes. In Egypt and India it is used in the manufacture of sherbet. In America licorice paste is used in enormous quantities to sweeten chewing tobacco, and it is also supposed to enter into the manufacture of various brands of chewing gum.

## Cotton Crop in the United States of America.

It is stated that the yearly value of the cotton produced in the southern States is greater in amount than that of the gold and silver mined everywhere. The actual figures are:— Value of 11 years' cotton crop, years 1900-11, \$8,000,000,000. Value of gold for the same period, \$4,000,000,000, and silver \$1,000,000,000 — together \$5,000,000,000.



### *International Congress of Chambers of Commerce.*

The Fifth International Congress of Chambers of Commerce was held at Boston, Mass., Sept. 24, 25, 26 and was attended by some 900 delegates from all parts of the world, representing some 373 associations and 57 different countries. The foreign delegates which numbered about 400 were taken on a tour through the United States after the conclusion of the congress and were entertained by the Chambers of Commerce in the principal Eastern and Middle-Western commercial cities. The tour ended in New York on October 19th, where the delegates were sumptuously received, the reception committee charged with their entertainment having been selected from the membership of the Merchants' Association, the New York Chamber of Commerce, the Pan-American Society, the American Manufacturers' Export Association and certain others.

The Program of the Congress included discussions of the proposed calendar reform, the regulation of international expositions, an international arbitration court for suits between individuals in different countries, a uniform check law, international postal reforms, consular invoices, etc., etc.

The *American Chamber of Commerce for the Levant* was represented at the Congress by the following delegates from the Near East:

- Léon P. Abramovitz, Bucharest, Roumania.
- A. Mahokian, Trebizond, Turkey.
- Mr. Phostropoulos, Trebizond, Turkey.
- Isaiah Montesanto, Trebizond, Turkey.
- G. Bie Ravndal, Constantinople.

- Carl Holstein, Constantinople.
- W. C. Mountain, Constantinople.
- Theo. Reppen, Constantinople.
- Jules Aslan Fresco, Constantinople.
- James W. Wilkinson, Smyrna, Turkey.
- Constantin Xippas, Cairo, Egypt.

§

**Dr. Marcellus Bowen**, President of the Chamber, who spent some months in Persia this past summer, visited the United States before returning to Constantinople. He leaves New York for the Levant about November 15th.

§

### **The Balkans and Shipping.**

It is estimated that, as a result of the Balkan crisis, upwards of two hundred Greek vessels will be withdrawn from the Black Sea trade, while a very large quantity of tonnage flying the flags of other nations will also be diverted to fresh routes, and probably to the Argentine. The influx of such a large amount of tonnage into other routes will doubtless exercise some effect upon freight rates, although possibly not to such an extent as is imagined in some quarters. Be this as it may, however, it appears to be a fact that the struggle between Turkey and the neighboring States will make itself felt upon the shipping position as a whole. — *Sudan Herald*, Khartoum.

§

### **BOOKS RECEIVED.**

- A. Biliotti et Ahmed Sedad. — *Législation Ottomane depuis le rétablissement de la constitution*. Tome Premier. — J. Cuve & C<sup>ie</sup>, Imprimeurs-Éditeurs, 15, Rue Racine, Paris.



## HONORARY MEMBERS.

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

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."



### "Levant Trade Review" Correspondents.

|                              |                             |
|------------------------------|-----------------------------|
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| ALEPPO . . . . .             | LORENZO Y. MANACHY.         |
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| ATHENS (Greece) . . . . .    | J. M. SCHAPIRA.             |
| BAGDAD . . . . .             | JAMES SCOTT LEVACK.         |
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### Advertising Agencies.

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

### Agricultural Implements & Machinery.

Acme Harvesting Machine Co., Exporters . . . . . Peoria, Ill.  
 American Seeding Machine Co., Exporters . . . . . Richmond, Ind., U. S. A.  
 Artus, Jean, Importer . . . . . Mersine.  
 Avedissian & Kechichian, Importers . . . . . Adana.  
 Avery Co., Exporters . . . . . Peoria, Ill., U.S.A.  
 Ballardur, Paul J., Importer . . . . . Smyrna.  
 Blum & Levy, Importers . . . . . Jerusalem.  
 Bonja & Co., A., Importers. . . . . Aleppo.  
 Chipman Limited, 10 Bridge St . . . . . New York, N. Y.  
 Debbas, Jean, Importer. . . . . Tarsus  
 Demirdjian, Moses N., Importer. . . . . Aintab.  
 Dizengoff, M., Importer. . . . . Jaffa.  
 Draghi, Louis, Importer . . . . . Adana.  
 Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul. . . . . Constantinople.  
 Egyptian American Agricultural Engineering Co.. . . . . Cairo, Egypt.  
 Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg. . . . . New York City, U.S.A.  
 Flechsig, Oscar, Importer. . . . . Aleppo.  
 Frangakis, Ant. Ch., Importer . . . . . Aleppo.  
 Goldenberg & Fils, David . . . . . Braila, Roumania.  
 Haim, D., Importer . . . . . Jaffa.  
 Hindié, Elias, Importer . . . . . Aleppo.  
 International Harvester Company, Exporters . . . . . Chicago, Ill., U. S. A.  
 Karamanoukian & Fils, Garouge, Importers . . . . . Aintab.  
 Laughton & Co., C., 42 Perchembé Bazar, Galata. . . . . Constantinoble.  
 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.  
 Selian, R.B., Importer . . . . . Mersine.  
 South Bend Chilled Plow Co., . . . . . South Bend, Ind., U.S.A.  
 Strong & Trowbridge Co., Exporters, 11, Battery Place, . . . . . New York City, U.S.A.  
 Sursock, Aziz, Importer . . . . . Tarsus.  
 Tiano Fli. Societa Italo-Orientale, Importers. . . . . Salonica.  
 Velissarides & Co, E, Importers . . . . . Trebizond.  
 Walter A. Wood Mowing & Reaping Machine Co., Exporters, . . . . . Hoosick Falls, N.Y.  
     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., Exporters, 6900 South Broadway, . . . . . St. Louis, Mo., U.S.A.

### Antiquities.

Ourfalian & Bitchakdjian, Exporters . . . . . Mersine.  
 S. Haïm, Musée Oriental, Kabristan 14, Péra . . . . . Constantinople.



**Architects.**

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

**Attorneys at Law.**

Mizzi, Lewis F., Rue Asmali Mesdjid, 35, Pera . . . . . Constantinople.

Paleologue, Galien. . . . . Smyrna.

Shadaravian, Djemil Effendi . . . . . Aleppo

Whittall, Eric . . . . . Smyrna.

**Automobiles.**

Avigdor, N. S., Inayet Han, Stamboul . . . . . Constantinople.

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

Chipman Limited, 10 Bridge St., . . . . . New York, N.Y.

Ford Motor Co., Exporters, . . . . . Detroit, U. S. A.

The Studebaker Corporation of England Ltd., 143/5 Great  
Portland St., London, W. . . . . England

The Studebaker Corporation. . . . . SouthBend, Ind ,U.S.A.

**Baker's & Confectioners Supplies.**

Jaburg Bros., 1 & 3 Worth St., . . . . . NewYork, N.Y., U.S.A.

Wood & Selick, Hudson, Duane & Thos. St., . . . . . NewYork, N.Y., U.S.A.

**Banks and Bankers.**

Anglo-Egyptian Bank . . . . . Cairo, Egypt.

Anglo-Palestine Co. Ltd. . . . . Jerusalem.

» » » » . . . . . Beirut.

Banque d'Athènes . . . . . Constantinople.

» » . . . . . Salonica.

» » . . . . . Samsoun.

» » . . . . . Smyrna.

» » . . . . . Cairo, Egypt.

Banque Commerciale de Palestine . . . . . Jerusalem.

Banque de Mètelin . . . . . Smyrna

Banque d'Orient. . . . . Smyrna.

» » . . . . . Salonica.

Banque de Salonique. . . . . Constantinople.

Banque Impériale Ottomane . . . . . Constantinople.

» » » . . . . . Kerassund.

Capayannidès, G. . . . . Trebizond.

Charaoui, Joseph . . . . . Alexandretta.

Deutsche Orientbank A. G. . . . . Constantinople.

Lemmi Frères, G. . . . . Ordou.

Lévy, Juda Gabriel . . . . . Janina, Albania.

Lavromati, André. . . . . Mersine.

Modiano, Saül Is. . . . . Salonica.

Modiano, Ugo R. . . . . Salonica.

Phostiropoulo Frères, . . . . . Trebizond.

Pisani, Alex. C., . . . . . Kerassund.

Prager Creditbank, Filiale . . . . . Belgrade, Servia.

Turnbull, Jr. & Somerville. . . . . Valetta, Malta.

Wiener Bank Verein, . . . . . Constantinople.

**Beds and Supplies.**

Lambichi, M. E., Importer, . . . . . Smyrna.

Sassine & Louvari Frères, Importers, . . . . . Cairo, Egypt.

Simmons Manufacturing Co., Exporters, . . . . . Kenosha, Wis., U.S.A.

Suffern & Co., Exporters, 90-96 Wall St., . . . . . New York City, U.S.A.

**Beer.**

Hindie Frères, Importers, . . . . . Aleppo.



**Belting.**

Seferiades, S. A., Importer, . . . . . Smyrna.

**Blotting Paper.**

Albemarle Paper Manufacturing Co. . . . . Richmond, Va. U.S.A.

**Boots and Shoes.**

Andrea & Barba, Importers. . . . . Salonica.  
 Bates & Co., A. J., Mfrs. & Exporters, 176-178 Duane St., New York City, U. S. A.  
 Brown Shoe Co., Manufacturers and Exporters . . . . . St. Louis, Mo., U.S.A.  
 Churchhill & Alden Co., Manufacturers and Exporters . . . . . Campello, Mass. U.S.A.  
 Damiani, Barnabé, Importer, . . . . . Jerusalem.  
 Elkiatib, Salim, Importer, Elkiatib Han, . . . . . Constantinople.  
 Fulias & Co., Importers, Abid Han, Galata, . . . . . Constantinople.  
 Georgatos, N.E. Manufacturer . . . . . Athens, Greece.  
 Hananel, N.B., Importer, Xanthopoulò Han, Stamboul, . . . . . Constantinople.  
 Hindié Frères, Importers, . . . . . Aleppo.  
 Hug & Co., Importer . . . . . Cairo, Egypt  
 Kirchner & Co., Importers . . . . . Aleppo.  
 MacVittie, F., Importer, . . . . . Smyrna.  
 Magnifico, E. A., Importer, . . . . . Smyrna.  
 Sassine & Louvari Frères, Importers . . . . . Cairo, Egypt.  
 Sciaky, Salomon J., Importer, . . . . . Salonica.  
 Strong & Trowbridge Co., Exporters, 11, Battery Place . . . . . New York City, U.S.A.  
 Sursock, Aziz, Importer, . . . . . Tarsus.  
 Tambakis, E. C., Importer, . . . . . Smyrna.  
 Valescaki Spiro, Importer. . . . . Cairo, Egypt.

**Builders' Hardware.**

Blum & Levy, Importers, . . . . . Jerusalem.  
 Farwagi, E., & Fils, Importers . . . . . Jaffa.  
 Fli. Tiano, Importers . . . . . Salonica.  
 Kuster & Co., R., Importer. . . . . Cairo, Egypt.  
 Matteossian, Leon, Importer, Tevekel Han, Galata . . . . . Constantinople.  
 Russell & Erwin Mfg Co. . . . . New York, N.Y., U.S.A.  
 Strong & Trowbridge Co., Exporters, 11, Battery Place . . . . . New York, N.Y., U.S.A.  
 Roch, Alf., & H. Latour, Importers . . . . . Jaffa.

**Butter (Aleppo-Sheep)**

Barsamian, Hagop, Exporter. . . . . Aleppo.

**Candles.**

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

**Camping Outfitters.**

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

**Canvass.**

Ourfalian & Bitchakdjian, Importers . . . . . Mersine.

**Carpets and Rugs.**

Andria, H. de, Exporter, Kutchuk Ismail Pasha Han, Stamb. Constantinople.  
 Blackler, F., Exporter, . . . . . Smyrna.  
 Castelli, N., Exporter, Validé Han, Stamboul, . . . . . Constantinople.  
 Chasseaud, F. W., Exporter, Ihsan Bey Han, Stamboul, . . . . . Constantinople.  
 Filipachi, Paul, Exporter, Keuprulu Han, Stamboul, . . . . . Constantinople.  
 Gulbenkian Bros & Co., Gulbenkian Han, Stamboul . . . . . Constantinople.  
 » Parsegh K., Exporter . . . . . Baghdad.  
 S. Haim, Musée Oriental, Kabristan 14, Péra . . . . . Constantinople.  
 Harputlian, Kevork, Exporter, Bouyouk Yeni Han, Stamboul Constantinople.



|                                                            |                       |
|------------------------------------------------------------|-----------------------|
| Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul . . . | Constantinople.       |
| Kafaroff, Talip A., Exporter, Rassim Pacha Han, Stamb.     | Constantinople.       |
| Karadaghli, A. E., Exporter, Djéférié Han, Stamboul . . .  | Constantinople.       |
| Karagheusian, A. & M., Exporters, Astartjian Han, Stamboul | Constantinople.       |
| » » » Importers, 890, Broadway . . . . .                   | New York City, U.S.A. |
| Kasbarian, N., Exporter, Buyuk Kiritli Pasha Han, St.      | Constantinople.       |
| Kazan & Co., A. E., Exporters, Keuprulu Han, Stamboul .    | Constantinople.       |
| Kevork Skender, K. & D., Exporters. . . . .                | Baghdad.              |
| Kouyoumdjian, Hagop, Exporter. . . . .                     | Baghdad.              |
| Maghak, Fathalla D., Exporter . . . . .                    | Baghdad.              |
| Mazlumian Bros., Exporters, Eski Règie Han, Stamboul .     | Constantinople.       |
| Messayeh, Joseph I., Exporter. . . . .                     | Baghdad.              |
| » R. D., Exporter . . . . .                                | Baghdad.              |
| Messulam, A., Exporter, Saidiè Han, Stamboul . . . . .     | Constantinople.       |
| Oriental Carpet Manufacturers Ltd., Exporters . . . . .    | Smyrna.               |
| » » » » » . . . . .                                        | Constantinople.       |
| Pappadopoulo, M. N., Exporter, Matheo Han, Stamboul .      | Constantinople.       |
| Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul.  | Constantinople.       |
| Rostomian, R., Keuprulu Han, Stamboul. . . . .             | Constantinople.       |
| Saba, A., Exporter . . . . .                               | Aleppo.               |
| Sadullah & R. Levy, Exporters, Stamboul. . . . .           | Constantinople.       |
| Souhami, R., Exporter, Ihsan Bey Han, Stamboul . . . .     | Constantinople.       |
| Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, Stamboul.  | Constantinople.       |
| Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamboul .   | Constantinople.       |
| Uhrlaub, John C., Importer, 114 Fifth Ave., . . . . .      | New York City, U.S.A. |
| Vayanos Bres. . . . .                                      | Sillé, Konia,         |
| Zehnder, J. U., Exporter, Kendros Han, Stamboul . . . .    | Constantinople.       |

#### Carriages (wheels, springs, etc.)

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

#### Cigarettes.

|                                                              |                            |
|--------------------------------------------------------------|----------------------------|
| The African Cigarette Co., Ltd., Manufacturers and Exporters | Athens, Greece.            |
| The Surbrug Co., Manufacturers . . . . .                     | New York City, U.S.A.      |
| The Surbrug Co., Manufacturers . . . . .                     | Richmond, Virginia, U.S.A. |
| Drucklieb & Co., C, Manufacturers . . . . .                  | New York City, U.S.A.      |

#### Clocks and Watches.

|                                                             |                       |
|-------------------------------------------------------------|-----------------------|
| Enriquez, Clement, Importers, . . . . .                     | Baghdad.              |
| Karamanoukian & Fils, Garouge, Importers, . . . . .         | Aintab.               |
| Keystone Watch Case Co., Exporters, Eur. Office, Pickhuben, | Hamburg, Germany.     |
| Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul,     | Constantinople.       |
| Montgomery Ward & Co., Exporters, . . . . .                 | Chicago, Ill., U.S.A. |
| Strong & Trowbridge Co., Exporters, 11 Battery Place, . .   | New York City, U.S.A. |

#### Coal.

|                                                             |                   |
|-------------------------------------------------------------|-------------------|
| Cauchi Fli., Importers, . . . . .                           | Salonica.         |
| Molho, Isaac, Importer, . . . . .                           | Salonica.         |
| Petsaly, S., Importer, . . . Alexandria, Cairo & Port-Said, | Egypt.            |
| Rees & Co. Ltd., T. Bowen, Importers, . . . . .             | Smyrna.           |
| Saltiel, Nico, Importer, . . . . .                          | Salonica.         |
| Theodoridi & Co., Importers . . . . .                       | Braila, Roumania. |
| Whittall & Co., C., Importers, . . . . .                    | Smyrna.           |

#### Concrete and Cement.

|                                        |           |
|----------------------------------------|-----------|
| Cabbabeli Frères, Importers, . . . . . | Aleppo.   |
| Ojalvo, Vital, Importer . . . . .      | Salonica. |



Goldenberg & Fils, David. . . . . Braila Roumania.

### Copper.

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

### Cotton.

Artus, Henri, Exporter, . . . . . Mersine.  
 Brazzofoli, Max, Exporter, . . . . . Mersine.  
 Coulevas, M. & A., Importer . . . . . Piraeus, Greece  
 Debbas, Jean, Exporter, . . . . . Tarsus.  
 Draghi, Louis, Exporter, . . . . . Adana.  
 Gazalè, N. F., Exporter . . . . . Aleppo.  
 Lykiardopoulos Fils, A., Exporter, . . . . . Mersine.  
 Simeonoglou, Aristides, Exporter, . . . . . Adana.

### Cotton Goods.

Abdeni & Co., G.G. Importers, . . . . . Aleppo.  
 Altitzoglou Fils, J., Importers, . . . . . Mersine.  
 Arabian, Gaizak, Importer, . . . . . Trebizond.  
 Baltazzi, Theo. S., Importer, . . . . . Smyrna.  
 Bear Mill Mfg. Co., 120 Franklin St., . . . . . New York, N. Y.  
 Bekhor, Showa, Importer, . . . . . Baghdad.  
 Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, . Constantinople.  
 Berk, Puttnam & Co., Importers, . . . . . Baghdad.  
 Blockey, Cree & Co., » . . . . . Baghdad.  
 Cabbabeh Frères, Importers, . . . . . Aleppo.  
 Candili, C. Importer. . . . . Trebizond.  
 Chrissafides & Georgiades, Importers, Galata, . . . . . Constantinople  
 Cohen Mordoh & Co., Importers. . . . . Salonica.  
 Coufopoulos, D. G., 25 Buyuk Millet Han, Galata, . . . . Constantinople.  
 Coussa, Armand, Importer . . . . . Aleppo  
 Damien, Joseph, Importer, . . . . . Baghdad.  
 Dasho, Yakoub, Importer, . . . . . Aleppo.  
 Demirdjian, Moses, N., Importer, . . . . . Aintab.  
 Edwards & Sons, Importers, Dilziz Zadé Han, Stamboul, Constantinople.  
 Elishaa, Nessim, Importer, . . . . . Baghdad.  
 Elkiatib, Salim, Importer, Elkiatib Han, . . . . . Constantinople.  
 Elowe, Raphael, » . . . . . Baghdad.  
 Enriquez, Clement, » . . . . . Baghdad.  
 Fils de G. Erara & Co., Importers, . . . . . Salonica.  
 Flechsig, Oscar, Importer, . . . . . Aleppo.  
 Gelat, Elias Thomas, Importer . . . . . Jerusalem.  
 Giraud, O., Importer, Hagopian Han, Galata, . . . . . Constantinople.  
 Haldopoulo, N. P., Importer, . . . . . Trebizond.  
 Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul, Constantinople.  
 Hindié, Elias, Importer . . . . . Aleppo.  
 Jeboury, Beythoum, Importer . . . . . Baghdad.  
 Juda & Salmona, Importers. . . . . Salonica.  
 Kabbaz & Co., P. A., Importers. . . . . Aleppo.  
 Karamanoukian & Fils, Garouge, Importers. . . . . Aintab.  
 Kirchner & Co., Importers, . . . . . Aleppo.  
 Klonski, A. H., Importer . . . . . Hebron.  
 Kouyoumdjian, Hagop, Importer . . . . . Baghdad.  
 Langridge, F. F., Importer. . . . . Baghdad.



|                                                                  |                        |
|------------------------------------------------------------------|------------------------|
| Louisides & Co., P. J., Importers . . . . .                      | Larnaca, Cyprus.       |
| Lynch & Co., Stephen, Importers . . . . .                        | 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                |
| Minot Hooper & Co, Exporters. . . . .                            | New York City, U.S.A.  |
| 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.        |
| Obegi & Fils., N., Importers. . . . .                            | Aleppo.                |
| Pappadimitriou Bros. & Co., Importers. . . . .                   | Smyrna.                |
| Peristiany & Frères, J. Th., Importers . . . . .                 | Aleppo.                |
| Philippou, A., Importer . . . . .                                | Janina, Albania.       |
| Sayegh, Joseph, Importers . . . . .                              | Aleppo.                |
| Schuep & Co., Importers . . . . .                                | Aleppo.                |
| Stevens & Co., J. P., 23 & 25 Thomas St., . . . . .              | New York, N.Y., U.S.A. |
| Strong & Trowbridge Co., Exporters, 11, Battery Place, . . . . . | New York City, U.S.A.  |
| Suffern & Co., Exporters, 90-96, Wall Street . . . . .           | New York City, U.S.A.  |
| The Putnam-Hooker Co, Exporters, 56 Worth St. . . . .            | New York, N.Y., U.S.A. |
| Tiano, Henri, Importer. . . . .                                  | Salonica.              |
| Vafiadachi, M. & A, Importers. . . . .                           | Smyrna.                |
| Varbetian, L. & L., Importers . . . . .                          | Smyrna.                |
| Zarifi, L., Importer, Hagopian Han, Galata . . . . .             | Constantinople.        |
| Zelveian, M. & K., Importers. . . . .                            | Mersine.               |
| Zollinger & Co., Importers . . . . .                             | Aleppo.                |

#### Cotton Seed Oil.

|                                                                       |                       |
|-----------------------------------------------------------------------|-----------------------|
| Amar & Co, S., Importers, Validé Sultan Han, Stamboul. . . . .        | Constantinople.       |
| American Cotton Oil Co., Exporters, 27, Beaver Street . . . . .       | New York City, U.S.A. |
| Aspegren & Co., Exporters, Produce Exchange . . . . .                 | New York City, U.S.A. |
| Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul. . . . .          | Constantinople.       |
| Cariciopoulo, Marc N., Importer, 12 Ibrahim Rifaat Han, Gal. . . . .  | Constantinople.       |
| Christofa, Apostole P. H., Importer . . . . .                         | Mitylene, Turkey.     |
| Cohen Mordoh & Co, Importers. . . . .                                 | Salonica.             |
| Coufopoulos, D. C., 25 Buyuk Mil et Han, Galata, . . . . .            | Constantinople.       |
| Elkiatib, Salim, Importer, Elkiatib Han, . . . . .                    | Constantinople.       |
| Flehsig, Oscar, Importer . . . . .                                    | Aleppo.               |
| Fulias & Co., Importers, Abid Han, Galata. . . . .                    | Constantinople.       |
| Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul. . . . .     | Constantinople.       |
| Giraud, O., Importer, Hagopian Han, Galata . . . . .                  | Constantinople.       |
| Goldenberg & Fils, David. . . . .                                     | Braila, Roumania.     |
| Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul . . . . .      | Constantinople.       |
| Hug & Co., J., Importers. . . . .                                     | Cairo, Egypt.         |
| Juda & Salmona, Importers. . . . .                                    | Salonica.             |
| Kirchner & Co., Importers . . . . .                                   | Aleppo.               |
| Louisides, P. J., Importers . . . . .                                 | Larnaca, Cyprus.      |
| Manachy & Fils, Yanni, Importers. . . . .                             | Aleppo                |
| Marcopoli & Co, V., Importers . . . . .                               | Aleppo.               |
| Mill, E.H., Mgr. Strong & Trowbridge Co., Importers, Galata . . . . . | Constantinople.       |
| Mitrani, Joseph, Importer. . . . .                                    | Adrianople.           |
| Modiano & Co., Levy V., Importers . . . . .                           | Salonica.             |
| Molho, Isaac, Importer, . . . . .                                     | Salonica.             |
| Navarro, Em. Is., Importer. . . . .                                   | Salonica.             |



|                                                             |                          |
|-------------------------------------------------------------|--------------------------|
| Procter & Gamble Co., . . . . .                             | Cincinnati, Ohio, U.S.A. |
| Saporta & Baraha, Importers, . . . . .                      | Salonica.                |
| Sarantis Frères, Importers, 19, 20, Omar Abid Han, Galata   | Constantinople.          |
| Seefelder, Hans, Importer, . . . . .                        | Salonica.                |
| Sourlangas Fils, E N., Importer, Ghazi Asker Han, Stamboul, | Constantinople.          |
| Suffern & Co., Exporters, 90-96, Wall Street, . . . . .     | New York City, U.S.A.    |
| Tasartez & Barzilai, Importers, Tohafdji Han, Stamboul .    | Constantinople.          |
| Tiano, Henri, Importer, . . . . .                           | Salonica.                |
| Xanthos, C., Importer, . . . . .                            | Salonica.                |

#### Cotton Yarn.

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

#### 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 Brokers.

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

#### Cutlery.

|                                |                          |
|--------------------------------|--------------------------|
| Thomaston Knife Co., . . . . . | Thomaston, Conn., U.S.A. |
|--------------------------------|--------------------------|

#### Department Stores

|                                               |                           |
|-----------------------------------------------|---------------------------|
| Economic Co-operative Society Ltd., . . . . . | Constantinople.           |
| Montgomery Ward & Co., . . . . .              | Chicago, Ill., U.S.A.     |
| Walker & Meimarachi, . . . . .                | Alexandria & Cairo, Egypt |

#### Dried Fish.

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

#### Drugs and Pharmaceutical Products.

|                                                            |                        |
|------------------------------------------------------------|------------------------|
| The Fellows Co., Manufacturers, 26 Christopher St. . . . . | New York, N.Y., U.S.A. |
| Hannania, Joseph, Importers, . . . . .                     | Baghdad.               |
| La Fontaine Bros., Ltd., Importers, . . . . .              | Constantinople.        |
| Parke, Davis & Co., Exporters, 50/54 Beak St., London W.,  | England.               |
| Suffern & Co., Exporters, 90-96 Wall St. . . . .           | New York City, U.S.A.  |
| Toeg, Ephraim S., Importers, . . . . .                     | Baghdad.               |

#### Dry Goods.

|                                                          |                        |
|----------------------------------------------------------|------------------------|
| Florentin Saporta & Beraha, Importers, . . . . .         | Salonica.              |
| Stern, Michael, Merchant, . . . . .                      | Jerusalem.             |
| Stevens & Co., J. P., Com. Merchants, 23 & 25 Thos. St., | New York, N.Y., U.S.A. |



**Dyes**

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

**Electrical Supplies.**

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

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

Avery Co., Exporters . . . . . Peoria, Ill., U.S.A.  
 Walter A. Wood Mowing & Reaping Machine Co., Exporters, 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.  
 Wolverine Motor Works, Exporters . . . . . Bridgeport, Conn.

**Engineering.**

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

**Exporters (General).**

Abdulaly Bros . . . . . Baghdad.  
 Arsen & Co., A. G., Gulbenkian Han, Stamboul. . . Constantinople.  
 Berk, Puttnam & Co. . . . . Baghdad.  
 Parsegh G. Essefian, 28 Khorassandji Han, Sirkedji, Stamb. Constantinople.  
 Kiziroglou & Co. . . . . Samsoun.  
 Loir, Edouard . . . . . Beirut, Syria.  
 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 City, 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.  
 Peters, Frederick, Exporter, Pickhuben, 4, Freihafen. . . Hamburg (Germany).

**Flour.**

Anastassiades, D.D., Importer . . . . . Cairo, Egypt  
 Capayannidès, G., Importer . . . . . Trebizond.  
 Cariciopoulo, Marc N., Importer, 12, Ibrahim Rifaat Han. Galata, Constantinople  
 Feingold, S., Importer. . . . . Jerusalem.  
 Gelat, David P., Importer . . . . . Jaffa.  
 Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul Constantinople.  
 Palassofoff, M. P., Importer . . . . . Ordou.  
 Stock & Mountain, Importers, Khorassandji Han, Stamboul Constantinople.  
 Theodoridi & Politis, Importers, Haviar Han, . . . . . Galata, Constantinople



**Fountain Pens.**

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

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

Austro-Oriental Trading Co Ltd., Exporters . . . . . Baghdad.  
 Barff & Co. Ltd., P. G., Exporters. . . . . Smyrna.  
 Blockey, Cree & Co., Exporters . . . . . Baghdad.  
 Chukur Frères, Exporters . . . . . Mossoul.  
 Elmassian, Djanik, Exporter, . . . . . Smyrna.  
 Elowe, Raphael J., Exporter . . . . . Baghdad.  
 Emmanuel & Co., Alex. G., Exporters . . . . . Smyrna.  
 Georgiadès & Co, Exporters . . . . . Smyrna.  
 Hadjantony, Ant. B., Exporter . . . . . Smyrna.  
 Hamparzum, Aram, Exporter. . . . . Smyrna.  
 The Hills Bros. Co, Exporters . . . . . Bassorah.  
 Wm. Hills Jr. & Co., Exporters. . . . . Bassorah.  
 Klonski, A. H., Exporter . . . . . Hebron.  
 Maghak, Fathalla D., Exporter . . . . . Baghdad.  
 Maktoobi Zada Omar Fouzi Bey, Exporter. . . . . Baghdad.  
 Manola, John, Exporter . . . . . Smyrna.  
 Marcantonakis & Manoussakis, Exporters . . . . . Candia, Crete.  
 Messayeh, Joseph J., Exporter. . . . . Baghdad.  
 Missir & Co., Exporters . . . . . Smyrna.  
 Missir & Co., Nicholas J., Exporters . . . . . Smyrna.  
 Momdjian Bros., Exporters . . . . . Trebizond.  
 Protopazzi Bros., 31 Fenchurch St., . . . . . London.  
 Reggio & Co., Ant., Exporters . . . . . Smyrna.  
 Roch, Alfred, & H. Latour, Exporters . . . . . Jaffa.  
 Sassine & Louvari Frères, Importers, P. O. B. N° 1 . . . . . Cairo, Egypt.  
 Schamasch, Gourgie & Cie., Exporters . . . . . Baghdad.  
 Shabandar, Mahmoud, Exporter. . . . . Baghdad.  
 Stassinopoulo, S. A., Exporter . . . . . Smyrna.  
 Whittall & Co., C., Exporters. . . . . Smyrna.  
 Wood & Sélich, Importers, Dudson, Duane & Thomas Street . . . . . New York City, U.S.A.

**Furniture.**

Abdulaly Bros., Importers . . . . . Baghdad.  
 Baker A., Importer, 470 Grande Rue de Péra . . . . . Constantinople.  
 Lambichi, M. E., Importer. . . . . Smyrna.  
 MacVittie, F. J., Importer . . . . . Smyrna.  
 Montgomery Ward & Co., Exporters. . . . . Chicago, U. S. A.  
 Nahmias, Samuel et Fils, Importers . . . . . Salonica.  
 Ourfalian & Bitchakdjian, Importers . . . . . Mersine.  
 Ovessanoff, Stephen, Importer . . . . . Baghdad.

**Galvanized Sheet Metals.**

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

**Glass.**

Navarro, Isaac J., Importer. . . . . Salonica.  
 Ovessanoff, Stephen, Importer . . . . . Baghdad.

**General Exporters and Importers.**

Abdeni & Co. . . . . Aleppo.  
 Abramowitz, Leon P., 80 Calla Moslior . . . . . Bucharest.  
 Austro-Oriental Trading Co. Ltd. . . . . Baghdad.  
 Baldwin, Theo. A. . . . . Brussa.



|                                                            |                                       |
|------------------------------------------------------------|---------------------------------------|
| Banque Commerdale de Palestine.. . . . .                   | Jerusalem.                            |
| Barsamian, Hagop. . . . .                                  | Aleppo.                               |
| Benveniste, Haim & Albert. . . . .                         | Salonica.                             |
| Cabbabeh Frères . . . . .                                  | Aleppo.                               |
| Caravas, Ant. S. . . . .                                   | Smyrna.                               |
| Chipman Limited, 10 Bridge St., . . . . .                  | New York, N. Y., U. S. A.             |
| Cohen Mordoh & Cie. . . . .                                | Salonica.                             |
| Coufopoulos, D. G., Buyuk Millet Han, Galata. . . . .      | Constantinople.                       |
| Coussa, Armand. . . . .                                    | Aleppo.                               |
| Damiani, Barnabé. . . . .                                  | Jerusalem.                            |
| Dizengoff, M. . . . .                                      | Jaffa.                                |
| Feingold, S. . . . .                                       | Jerusalem.                            |
| Fils d'Abram Nahman . . . . .                              | Salonica.                             |
| Flechsigg, Oscar . . . . .                                 | Aleppo.                               |
| Gazalé, N. F. . . . .                                      | Aleppo.                               |
| Gelat, Elias Th. . . . .                                   | Jerusalem.                            |
| Hadjantony, Ant. B. . . . .                                | Smyrna.                               |
| Haim, D. . . . .                                           | Jaffa.                                |
| Haldopoulos, N. P. . . . .                                 | Trebizond.                            |
| Hancock & Wood . . . . .                                   | Patras, Greece.                       |
| Hindié, Elias . . . . .                                    | Aleppo.                               |
| Iahiel, Isaac I. . . . .                                   | Salonica.                             |
| Kirchner & Co. . . . .                                     | Aleppo.                               |
| 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 . . . . .                              | Piræus, Greece.                       |
| Mill, E. H., Mgr. Strong & Trowbridge Co., Galata. . . . . | Constantinople.                       |
| Mitrani, Joseph. . . . .                                   | Adrianople.                           |
| Modiano, Ugo R., . . . . .                                 | Constantinople.                       |
| Momdjian Bros . . . . .                                    | Trebizond.                            |
| Nemli Zadé Frères, . . . . .                               | Trebizond.                            |
| Obegi & Fils, N., [Exporters. . . . .                      | Aleppo.                               |
| Palassoff, M. P., . . . . .                                | Ordou.                                |
| Peristiany & Frères, J. Th., . . . . .                     | Alexandretta.                         |
| Petsaly, S., . . . . .                                     | Alexandria, Cairo & Port Said, Egypt. |
| Phostiropoulo Frères, . . . . .                            | Trebizond.                            |
| Pisani Alex. C., . . . . .                                 | Kerassund.                            |
| » George C., . . . . .                                     | »                                     |
| Reppen, Theo, Arabian Han, Galata, . . . . .               | Constantinople.                       |
| Sayegh, Joseph, Exporter . . . . .                         | Aleppo.                               |
| 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.                               |
| Suffern & Co., 90-96 Wall St., . . . . .                   | New York City, U. S. A.               |
| Talamas & Frères, Georges J. . . . .                       | Jaffa.                                |
| Tiano, Henri, . . . . .                                    | Salonica.                             |



|                                      |                 |
|--------------------------------------|-----------------|
| Turnbull, Jr. & Somerville . . . . . | Valetta, Malta. |
| Vassiliou, Pittacos. . . . .         | Mitylene.       |
| Zini, A. T., . . . . .               | Patras, Greece. |
| Zollinger & Co., . . . . .           | Aleppo.         |

**Glucose.**

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

**Government Contractors.**

|                                                                  |                                       |
|------------------------------------------------------------------|---------------------------------------|
| Avigdor, N. S., Inayet Han 67, 68 S amboul, . . . . .            | Constantinople.                       |
| Baker, Geo. & A., Army contractors, 370 Gde Rue de Péra. . . . . | Constantinople.                       |
| Berghaus, Walter, Ihsan Bey Han, Stamboul, . . . . .             | Constantinople.                       |
| Bucknam, R. D., Assicurazione Generali Han, Galata. . . . .      | Constantinople.                       |
| Edwards & Sons, Dilsiz Zadé Han, Stamboul, . . . . .             | Constantinople.                       |
| Fresco, Fils d'As an, Manoukian Han, 1-5, Galata . . . . .       | Constantinople.                       |
| Giraud, O., Hagopian Han, Galata, . . . . .                      | Constantinople.                       |
| Hecht, Emil, Angora Han, Stamboul, . . . . .                     | Constantinople.                       |
| Langdon, J. D., Naval Contractor, . . . . .                      | Smyrna.                               |
| Petsaly, S., . . . . .                                           | Alexandria, Cairo & Port Said, Egypt. |

**Grain & Cereals.**

|                                                                |                 |
|----------------------------------------------------------------|-----------------|
| Feingold, S., Importer, . . . . .                              | Jerusalem.      |
| Gelat, David P., Importer . . . . .                            | Jaffa.          |
| Sciaky, Salomon J., Exporter . . . . .                         | Salonica.       |
| Seefelder, Hans, Exporter, . . . . .                           | Salonica.       |
| Simeonoglou, Aristides, Exporter . . . . .                     | Mersine.        |
| Sursock, Aziz, Exporter, . . . . .                             | Tarsus.         |
| Theodoridi & Politis, Importers, Haviar Han, Galata, . . . . . | Constantinople. |
| Xanthos, C., Exporter, . . . . .                               | Salonica.       |

**Groceries.**

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

**Gum Tragacanth.**

|                                            |          |
|--------------------------------------------|----------|
| Abdul Kader El-Khadery, Exporter . . . . . | Baghdad. |
| Barsamian, Hagop, Exporter . . . . .       | Aleppo.  |



|                                                           |                 |
|-----------------------------------------------------------|-----------------|
| Brazzofoli, Max, Exporter . . . . .                       | Mersine.        |
| Chachaty Frères, Exporters . . . . .                      | Mersine.        |
| Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Stam. | Constantinople. |
| Elishaa, Nessim, Exporter . . . . .                       | Baghdad.        |
| Gazalè, N. F., Exporter . . . . .                         | Aleppo.         |
| Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stam.  | Constantiople.  |
| » Parsegh K., Exporter . . . . .                          | Baghdad.        |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul .  | Constantinople. |
| Jeboury, Beythoum, Exporter, . . . . .                    | Baghdad.        |
| Kasbarian, N., Exporter, Buyuk Kiritli Pasha Han. St.     | Constantinople. |
| Kouyoumdjian, Hagop, Exporter . . . . .                   | Baghdad.        |
| Maghak, Fathalla D., Exporter . . . . .                   | Baghdad.        |
| Manachy & Fils, Yanni, Exporters. . . . .                 | Aleppo.         |
| Manuelian, H. & Co., Exporters. . . . .                   | Mersine.        |
| Naccache & Fils, Ibr., Exporters . . . . .                | Mersine.        |
| Obegi & Fils, N., Exporters. . . . .                      | Aleppo.         |
| Sayegh, Joseph, Exporter. . . . .                         | Aleppo.         |
| Zelveian, M. & K.S., Exporters. . . . .                   | Mersine.        |

### Guts (Sausage Casings).

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

### Hardware.

|                                                              |                        |
|--------------------------------------------------------------|------------------------|
| Abdulaly Bros., Importers . . . . .                          | Baghdad.               |
| Altzitzoglou Fils, Importer . . . . .                        | Mersine.               |
| Aperguis & Cie., N. A., Importers, 40, Rue de la Douane,     | Galata, Constantinople |
| Artus, Henri, Importer . . . . .                             | Mersine.               |
| Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata    | Constantinople.        |
| Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul . .      | Constantinople.        |
| Berk, Puttnam & Co., Importers, . . . . .                    | Baghdad.               |
| Blum & Levy, Importers, . . . . .                            | Jerusalem.             |
| Bonja & Co., A., Importers, . . . . .                        | Aleppo.                |
| Cariciopoulo, Marc N., Importer, 12 Ibrahim Rifaat Han .     | Galata, Constantinople |
| Demirdjian, Moses N., Importer, . . . . .                    | Aintab.                |
| Dizengoff, M., Importer, . . . . .                           | Jaffa.                 |
| Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul, .      | Constantinople.        |
| Enriquez, Clement, Importer, . . . . .                       | Baghdad.               |
| Fils de G. Errara & Co., Importers, . . . . .                | Salonica.              |
| Georgiades Nicholas, Importer, Georgiades Han, Sirkédji, St. | Constantinople.        |
| Goldenberg & Fils, David, . . . . .                          | Braila, Roumania.      |
| Haim, D., Importer, . . . . .                                | Jaffa.                 |
| Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul,        | Constantinople.        |
| Kirchner & Co., Importers . . . . .                          | Aleppo.                |
| Kuster & Co., R. . . . .                                     | Cairo, Egypt.          |
| Lambichi, M. E., Importer, . . . . .                         | Smyrna.                |
| Manachy Lorenzo Y., Importer . . . . .                       | Aleppo.                |
| MacVittie, F. J., Importer, . . . . .                        | Smyrna.                |
| Mill, E. H., Mgr. Strong & Trowbridge Co., Import., Galata   | Constantinople.        |



|                                                           |                       |
|-----------------------------------------------------------|-----------------------|
| Modiano, J. Is., Importer, . . . . .                      | Salonica.             |
| Montgomery Ward & Co., Exporters, . . . . .               | Chicago, Ill., U.S.A. |
| Mouradyan Frères, B. J., Importers, Galata . . . . .      | Constantinople.       |
| Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata   | Constantinople.       |
| Peristiany & Frères, J. Th., Importers, . . . . .         | Aleppo.               |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamboul, | Constantinople.       |
| Schamasch, Gourgie & Co., Importers, . . . . .            | Baghdad.              |
| Schuep & Cie., Importers. . . . .                         | Aleppo.               |
| Société Commerciale du Levant, Importers . . . . .        | Salonica.             |
| Shabandar, Mahmoud, Importer, . . . . .                   | Baghdad               |
| Tiano, Henri, Importer, . . . . .                         | Salonica.             |
| Zollinger & Co., Importers, . . . . .                     | Aleppo.               |

### Harness and Leather Goods.

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

### Hotels.

|                                          |               |
|------------------------------------------|---------------|
| Egyptian Hotels, Ltd. . . . .            | Cairo, Egypt. |
| Geo. Nungovich Egyptian Hotels . . . . . | » »           |

### 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.          |
| Anastassiades, D.D., . . . . .                                                                         | Cairo, Egypt.            |
| Austro-Oriental Trading Co. Ltd., . . . . .                                                            | Baghdad.                 |
| Baldwin, Theo. A. . . . .                                                                              | Brussa.                  |
| Bensussan, Samuel I. . . . .                                                                           | Salonica.                |
| Birch, James H., . . . . .                                                                             | Burlington, N.J., U.S.A. |
| Capayannides, G., . . . . .                                                                            | Trebizond.               |
| Cariciopoulo, Marc N., 12 Ibrahim Rifaat Han, Galata . . . . .                                         | Constantinople.          |
| Confopoulos, D. G., Buyuk Millet Han, Galata. . . . .                                                  | Constantinople.          |
| Dobrowolski Ambonetti & Co., . . . . .                                                                 | Salonica.                |
| Farwagi, E., & Fils . . . . .                                                                          | Jaffa.                   |
| Habicht Braun & Co., Hudson & Laight Strs., . . . . .                                                  | New York City, U.S.A.    |
| Haldopoulo, N.P., . . . . .                                                                            | Trebizond.               |
| Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et<br>l'Importation, 8 Strada Lipsani, . . . . . | Bucharest, Roumania.     |
| The Hills Bros. Co., Beach & Washington Strs. . . . .                                                  | New York City, U.S.A.    |
| Hindie Frères, . . . . .                                                                               | Aleppo.                  |
| Hochstrasser, & Co., . . . . .                                                                         | Trebizond.               |
| Jaburg Bros., 1 & 3 North Str., . . . . .                                                              | New York City, U.S.A.    |
| Kouroubalekian, Khosrof, Tchetcheyan Han, Galata, . . . . .                                            | Constantinople.          |
| Kuebler, Jona. . . . .                                                                                 | Jaffa.                   |
| Lassus, P. . . . .                                                                                     | Cairo, Egypt.            |
| 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. . . . .                                                                               | »                        |



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|-----------------------------------------------------------|---------------------------------------|
| Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamboul,     | Constantinople.                       |
| Mouradyan Frères, B. J., Rue Mahmoudié, 31, Galata, . . . | Constantinople.                       |
| Nowill & Co., Sidney, Kevork Bey Han, Galata, . . . . .   | Constantinople.                       |
| Petsaly, S. . . . .                                       | Alexandria, Cairo & Port-Said, Egypt. |
| Roch, Alfred & H. Latour . . . . .                        | Jaffa.                                |
| Schrager & Nelle, Setian Han, 30, Stamboul . . . . .      | Constantinople.                       |
| Schuep & Co., . . . . .                                   | Aleppo.                               |
| Seager & Co., Walter, Tchিনি Richtim Han, Galata . . . .  | Constantinople.                       |
| Shabandar, Mahmoud . . . . .                              | Baghdad.                              |
| Stross Bros., . . . . .                                   | Cairo, Egypt.                         |
| Tennant Sons & Co., C., 76, William Street . . . . .      | New York City, U.S.A.                 |
| Walker & Meimarachi, . . . . .                            | Alexandria, & Cairo, Egypt.           |

#### Insurance Agents.

|                                                            |                       |
|------------------------------------------------------------|-----------------------|
| Agranti, Victor, Yeni Han, Sirkedji, Stamboul . . . . .    | Constantinople.       |
| Curmusi, Theo. N., Tchিনি Richtim Han, Galata . . . . .    | Constantinople.       |
| Farwagi, E., & Fils . . . . .                              | Jaffa.                |
| Gelat, Elias Thomas, Fire, Life & Accident . . . . .       | Jerusalem.            |
| Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul.  | Constantinople.       |
| 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.             |
| Palassoff, M. P. . . . .                                   | Ordou.                |
| Philippou, A., . . . . .                                   | Janina, Albania.      |
| Romeo, Francis L., . . . . .                               | Alexandria, Egypt.    |
| Sciaky & Co., Victor. . . . .                              | Salonica.             |
| Seager & Co., Walter, Tchিনি Richtim Han, Galata . . . .   | Constantinople.       |
| Sellar, A. W., & Cò., Altiparmak Han, Stamboul . . . . .   | Constantinople.       |
| Trochanis A. N. . . . .                                    | Cairo, Egypt.         |
| Vandegrift & Co., F. B., 12-25, Whitehall Street . . . . . | New York City, U.S.A. |
| Varbetian, L. & L. . . . .                                 | Smyrna.               |
| Whittall, Saltiel Co. Ltd. . . . .                         | Salonica.             |
| Yannoulato, Ant. G., Abid Han, Galata . . . . .            | Constantinople.       |

#### Iron & Steel.

|                                                             |                        |
|-------------------------------------------------------------|------------------------|
| Altitzoglou Fils, J., Importer. . . . .                     | Mersine.               |
| Avedissian & Kechichian, Importers . . . . .                | Adana.                 |
| Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata   | Constantinople.        |
| Brazzafolli, Max, Importer, . . . . .                       | Mersine.               |
| Capayannides, G., Importer, . . . . .                       | Trebizond.             |
| Goldenberg & Fils, David . . . . .                          | Braila, Roumania,      |
| Haldopoulo, N.P., Importer, . . . . .                       | Trebizond.             |
| Navarro, Isaac J., Importer, . . . . .                      | Salonica.              |
| Nemli Zadé Frères, Importers, . . . . .                     | Trebizond.             |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamboul,   | Constantinople.        |
| Trussed Concrete Steel Co., Exporters . . . . .             | Detroit, Mich., U.S.A. |
| United States Steel Products Co., Exporters, 30, Church St. | New York City, U. S.A. |

#### Jewelry.

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

#### Laces and Embroideries.

|                                           |            |
|-------------------------------------------|------------|
| Demirdjian, Moses N., Exporter, . . . . . | Aintab.    |
| Gelat, Elias Thomas, Exporter . . . . .   | Jerusalem. |



|                                                           |                 |
|-----------------------------------------------------------|-----------------|
| Kabbaz & Co., P. A., Exporters, . . . . .                 | Aleppo.         |
| Karamanoukian & Fils, Garouge, Exporters, . . . . .       | Aintab.         |
| Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul, | Constantinople. |
| Saba, Alexander, Exporter, . . . . .                      | Aleppo.         |
| Sadullah & R. Levy, Exp., Rue Mahmoud Pasha, 232, Stamb,  | Constantinople. |
| Sayegh, Joseph, Mfr & Exporter. . . . .                   | Aleppo.         |

**Leather.**

|                                                                                                                   |                       |
|-------------------------------------------------------------------------------------------------------------------|-----------------------|
| Abdeni & Co., G.G., Importers, . . . . .                                                                          | Aleppo.               |
| Anastassiades, D.D., Importer. . . . .                                                                            | Cairo, Egypt.         |
| Bekhor, Showa, Importer, . . . . .                                                                                | Baghdad.              |
| Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, .                                                            | Constantinople.       |
| Berk, Putnam & Co., Importers, . . . . .                                                                          | Baghdad.              |
| Blattner, Andrew, Manufacturer, Yedi Koulé . . . . .                                                              | Constantinople.       |
| Bonja & Co., A., Importers, . . . . .                                                                             | Aleppo.               |
| Coussa, Armand, Importer . . . . .                                                                                | Aleppo.               |
| Damien, Joseph, Importer, . . . . .                                                                               | Baghdad.              |
| Elkiatib, Salim, Importer, Elkiatib Han, . . . . .                                                                | Constantinople.       |
| Enriquez, Clement, Importer, . . . . .                                                                            | Baghdad.              |
| Fulias & Co., Importers, Abid Han, Galata, . . . . .                                                              | Constantinople.       |
| Georgiades, Nicholas, Importer, Georgiades Han, . . . . .                                                         | Constantinople.       |
| Hananel, N.B., Imp., Meydandjik, Xanthopoulo Han, Stamb.                                                          | Constantinople.       |
| Jean Hauser, Mgr. Société Anonyme, pour l'Exportation et<br>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, Stamboul.                                                           | Constantinople.       |
| Lynch & Co., Stephen, Importers, . . . . .                                                                        | Baghdad.              |
| Maulwurf, Ed., Importer & Exporter, . . . . .                                                                     | Salonica.             |
| Messayeh, R.D., Importer, . . . . .                                                                               | Baghdad.              |
| Mill, E. H., Mgr. Strong & Trowbridge Co., Galata, . . . .                                                        | Constantinople.       |
| Modiano, Saül Is., Importer & Exporter, . . . . .                                                                 | Salonica              |
| Obegi & Fils, N., Importer . . . . .                                                                              | Aleppo.               |
| Peristiany & Frères, J. Th., Importers, . . . . .                                                                 | Alexandretta.         |
| Sayegh, Joseph, Importer . . . . .                                                                                | Aleppo.               |
| Sarantis Frères, 19, 20 Omar Abid Han, Galata. . . . .                                                            | Constantinople.       |
| Sassini & Louvari Frères, Importers . . . . .                                                                     | Cairo, Egypt.         |
| Serefas, D., Importer & Exporter, . . . . .                                                                       | Salonica.             |
| Sourlangas Fils, E.N., Importers, Ghazi Asker Han, Stamb.                                                         | Constantinople.       |
| Sourlangas, Stylianos E., Mfr . . . . .                                                                           | Mitylene.             |
| Stone, Timlow & Co., Manufacturers . . . . .                                                                      | Boston, Ma-s., U.S.A. |
| Stratoulis & Tsampiras, Importers . . . . .                                                                       | Athens, Greece.       |
| Wolfner, Joseph, Exporter . . . . .                                                                               | Belgrade, Servia.     |
| Xanthos, C., Importer & Exporter, . . . . .                                                                       | Salonica.             |

**Licorice Root.**

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

**Lighting Devices.**

|                                                        |                 |
|--------------------------------------------------------|-----------------|
| Avigdor, N. S., Inayet Han, 67, 78 Stamboul, . . . . . | Constantinople. |
| Elowe, Raphael, J., Importer, . . . . .                | Baghdad.        |
| Seferiades, S.A., Importer, . . . . .                  | Smyrna.         |

**Linoleum.**

|                                               |           |
|-----------------------------------------------|-----------|
| Fils de G. Errera & Co., Importers, . . . . . | Salonica. |
|-----------------------------------------------|-----------|



**Lumber.**

|                                                           |                 |
|-----------------------------------------------------------|-----------------|
| Cabbabeh Frères, Importers . . . . .                      | Aleppo.         |
| Eugenides, Lazaridis & Co., Arabian Han, Galata . . . . . | Constantinople. |
| Maktoubi Zada Omar Fouzi Bey, Importer . . . . .          | Baghdad.        |
| Serefas, D., Importer . . . . .                           | Salonica.       |

**Machinery.**

|                                                                                                                |                         |
|----------------------------------------------------------------------------------------------------------------|-------------------------|
| Abdulaly Bros., Importers . . . . .                                                                            | Baghdad.                |
| Aperguis & Cie., N. A., Importers, 40, rue de la Douane . . . . .                                              | Galata, Constantinople. |
| Balladur, Chas .P., Importer . . . . .                                                                         | Smyrna.                 |
| Berk, Putnam & Co., Importers . . . . .                                                                        | Baghdad.                |
| Blockey, Cree & Co., Importers . . . . .                                                                       | Baghdad.                |
| Cardwell Machine Co., Exporters . . . . .                                                                      | Richmond, Va., U.S.A.   |
| Chipman Limited, 10 Bridge St., . . . . .                                                                      | New York, N.Y.          |
| Chirin, Leon, M. E., Importer, Kenadjian Han, Stamboul . . . . .                                               | Constantinople.         |
| Dizengoff, M., Importer . . . . .                                                                              | Jaffa.                  |
| Draghi, Louis, Importer . . . . .                                                                              | Adana.                  |
| Fairbank Co., The N. K., Exporters, 7 Dearborn St., . . . . .                                                  | Chicago, Ill. U.S.A.    |
| Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg., . . . . .                                            | New York City, U.S.A.   |
| Frangakis, Ant. Ch., Importer . . . . .                                                                        | Aleppo.                 |
| Fairbanks Co., Exporters . . . . .                                                                             | New York City, U. S. A. |
| Goldenberg & Fils, David, . . . . .                                                                            | Braila, Roumania.       |
| Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, Importers, 8 Strada Lipscaui . . . . . | Bucharest, Roumania.    |
| Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul . . . . .                                              | Constantinople.         |
| Loutfalla, Georges, Importer . . . . .                                                                         | Adana.                  |
| Lykiardopoulos Fils, A., Importer . . . . .                                                                    | Mersine.                |
| Lynch & Co., Stephen, Importers . . . . .                                                                      | Baghdad.                |
| Messayeh, Joseph J., Importer . . . . .                                                                        | Baghdad.                |
| Messayeh, R. D., Importer . . . . .                                                                            | Baghdad.                |
| Zarifi, L., Importer, Hagopian Han, Galata . . . . .                                                           | Constantinople.         |

**Machine Tools.**

|                                                          |                         |
|----------------------------------------------------------|-------------------------|
| Fairbanks Co., Exporters. . . . .                        | New York City, U. S. A. |
| Niles-Bement-Pond Co., Exporters, 111, Broadway. . . . . | New York City, U. S. A. |
| Pratt & Whitney Co., 111, Broadway, Exporters. . . . .   | New York City, U. S. A. |

**Maize Oil.**

|                                       |                        |
|---------------------------------------|------------------------|
| Corn Products Refining Co., . . . . . | New York, N. Y.        |
| Gilchrist Walker & Co., . . . . .     | Galata, Constantinople |

**Manufactures.**

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

**Marbles.**

|                                                    |                 |
|----------------------------------------------------|-----------------|
| Grecian Marbles (Marmor) Ltd., Exporters . . . . . | Athens, Greece. |
|----------------------------------------------------|-----------------|

**Mercantile Agencies.**

|                        |                      |
|------------------------|----------------------|
| R G. Dun & Co. . . . . | New York and Vienna. |
|------------------------|----------------------|

**Merchants (General)**

|                                  |           |
|----------------------------------|-----------|
| Vassiliou, Pittacos A. . . . .   | Mitylene. |
| Sourlangas, Stylianos E. . . . . | Mitylene. |
| Mouzas, Basil A. . . . .         | Mitylene. |



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

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

**Minerals.**

|                                               |                         |
|-----------------------------------------------|-------------------------|
| Fli. Tiano, Exporters                         | Salonica.               |
| Keun, Lavius & Co., Exporters                 | Smyrna.                 |
| Lavino & Co., E. J., Importers, Bullitt Bldg. | Philadelphia, Pa U.S.A. |
| Magnifico, E. A., Exporter                    | Smyrna.                 |
| Modiano, Saül Is., Exporter.                  | Salonica.               |
| Iahiel, Isaac I., Exporter                    | Salonica.               |
| Vafiadachi, M. & A., Exporters,               | Smyrna.                 |
| Wilkinson, James W., Exporter,                | Smyrna.                 |

**Mother of Pearl.**

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

**Motor Boats and Motors.**

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

**Musical Instruments.**

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

**Nails (Wire).**

|                                                            |                         |
|------------------------------------------------------------|-------------------------|
| Ourfalian & Bitchakdjian, Importers                        | Mersine.                |
| United States Steel Products Co., Exporters, 30 Church St. | New York City, U. S. A. |

**Nuts and Seeds.**

|                                                          |                       |
|----------------------------------------------------------|-----------------------|
| Alexandrides, P. & N., Exporters,                        | Kerassund.            |
| Barff & Co. Ltd., P.G., Exporters                        | Smyrna.               |
| Bonja & Co., A., Exporters,                              | Aleppo.               |
| Cacoulides, G.N., Exporter,                              | Trebizond.            |
| Cacoulides, J.P.H., Exporter                             | Trebizond.            |
| Elishaa, Nessim, Exporter,                               | Baghdad.              |
| Fidao & Co., F., Exporters,                              | Smyrna.               |
| Fils de Jacob Scialom, Exporters,                        | Salonica.             |
| Guevchenian, H., Exporter,                               | Samsoun.              |
| Habicht, Braun & Co., Hudson & Laight Sts.,              | New York.             |
| Hadjantony, Ant. B., Exporter                            | Smyrna.               |
| Haldopoulo, N.P., Exporter,                              | Trebizond.            |
| The Hills Bros. Co., Importers, Beach & Washington Sts., | New York City, U.S.A. |
| Hochstrasser & Co., Exporters,                           | Trebizond.            |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul,  | Constantinople.       |
| Jaburg Bros., 1 & 3 North Street, Importers              | New York City, U.S.A. |
| Kabbaz & Co., P.A., Exporters,                           | Aleppo.               |
| Karamanoukian & Fils, Garouge, Exporters,                | Aintab.               |
| 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.           |
| Momdjian Bros., Exporters . . . . .                             | Trebizond.            |
| Palassoiff, M.P., Exporter, . . . . .                           | Ordou.                |
| Pisani, i Alex. C., Exporter . . . . .                          | Kerassund.            |
| Pisani, Geo. C., Expo ter, . . . . .                            | Kerassund.            |
| Reggio, Abel, Importer, 105, Hudson Street . . . . .            | New York City, U.S.A. |
| Reggio & Co., Ant., Exporters, . . . . .                        | Smyrna.               |
| Scialom & Co., Albert, Exporters, . . . . .                     | Salonica.             |
| Spathopoulo Frères, P., Exporters, . . . . .                    | Kerassund.            |
| Spencer Importing and Trading Co., 163 Greenwich St., . . . . . | New York City, U.S.A. |
| Stock & Mountain, Exporters, Korassandji Han, Stamboul.         | Constantinople.       |
| United Confectioners Supply Co., Importers, Greenwich Str,      | New York City, U.S.A. |
| Whittall, Saltiel Co., Exporters . . . . .                      | Salonica.             |
| Whittall & Co., C., Exporters . . . . .                         | Smyrna.               |
| Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb.         | Constantinople.       |
| Wood & Selick, Importers, Dudson Duane & Thomas Streets         | New York City, U.S.A. |

**Oils (Lubricating, etc.).**

|                                                                                                                    |                         |
|--------------------------------------------------------------------------------------------------------------------|-------------------------|
| Baldwin, Theo. A., . . . . .                                                                                       | Brussa.                 |
| Blockey, Cree & Co., Importers . . . . .                                                                           | Baghdad.                |
| Bonja & Co., A., Importers . . . . .                                                                               | Aleppo.                 |
| Brazzafolli, Max, Importer . . . . .                                                                               | Mersine.                |
| Chrissafidès & Georgiadès, Importers, Galata . . . . .                                                             | Constanti nople.        |
| Chukur Frères, Importers . . . . .                                                                                 | Mossoul.                |
| Cohen Mordoh & Cie., Importers . . . . .                                                                           | Salonica.               |
| Frangakis, Ant. Ch., Imp orter . . . . .                                                                           | Aleppo.                 |
| Georgiades, Nicholas, Georgiades Han, Sirkedji, Stamboul,                                                          | Constantinople.         |
| Giraud, O., Importer, Agopian Han, Galata . . . . .                                                                | Constantinople.         |
| Hauser, Jean, Mgr. Société Anonyme pour l'Importation et<br>l'Exportation, Importers, 8 Strada Lips cani . . . . . | Bucharest, Roumania.    |
| Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.                                                              | Constantinople.         |
| Loutfalla, Georges, Importer . . . . .                                                                             | Adana                   |
| Matteossian, Leon, Importer, Tevekel Han, Galata, . . . . .                                                        | Constantinople.         |
| Milischitsch, Ilija Importers . . . . .                                                                            | Belgrade, Servia.       |
| Modiano, Joseph Is., Importer . . . . .                                                                            | Salonica.               |
| Modiano & Cie., Levy V., Importers . . . . .                                                                       | Salonica.               |
| Tasartes & Barzilaï, Importers, Tohafdji Han, Stamboul . . . . .                                                   | Constantinople.         |
| Vacuum Oil Co., Exporters . . . . .                                                                                | Rochester, N.Y., U.S.A. |
| » » » . . . . .                                                                                                    | Cairo, Egypt.           |
| Standard Oil Co., Exporters . . . . .                                                                              | New York City, U.S.A.   |
| Zarifi, L., Importer, Agopian Han, Galata. . . . .                                                                 | Constantinople.         |

**Oleo Oil.**

|                                                              |                 |
|--------------------------------------------------------------|-----------------|
| Amar & Cie., S., Importers, Validé Sultan Han, Stamboul      | Constantinople. |
| Artus, Henri, Importer . . . . .                             | Mersine.        |
| Brazzafolli, Max, Importer . . . . .                         | Mersine.        |
| Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifrat Han, Gal. | Constantinople. |
| Chachaty Bros., Importers . . . . .                          | Mersine.        |
| Chrissafidès & Georgiadès, Importers, Galata . . . . .       | Constantinople. |
| Cohen Mordoh & Cie., Importers . . . . .                     | Salonica.       |
| Coufopoulos. D. G., 25 Buyuk Millet Han, Galata, . . . . .   | Constantinople. |
| Frankfort, M., 200, Produce Exchange, . . . . .              | New York.       |
| Fulias & Cie., Importers, Abid Han, Galata. . . . .          | Constantinople. |
| Hammer & Hirzel, Importers, Buyuk Yeni 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.       |
| Mitrani, J., . . . . .                                              | Adrianople.           |
| Modiano & Cie., Levi V., Importers . . . . .                        | Salonica.             |
| Molbo, Isaac, Importer. . . . .                                     | Salonica.             |
| Momdjian Bros, Importers . . . . .                                  | Trebizond.            |
| Navarro, Em. Is., Importers . . . . .                               | Salonica.             |
| Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata, . . . . . | Constantinople.       |
| Seefeldler, Hans, Importer . . . . .                                | Salonica.             |
| Sourlangas Fils, E. N., Importers, Stamboul . . . . .               | Constantinople.       |
| Suftern & Co., Exporters, 90-96 Wall St. . . . .                    | New York City, U.S.A. |
| Tasartez & Barzilai, Importers, Tohafdji Han, Stamboul. . . . .     | Constantinople.       |
| Tiano, Henri, Importer . . . . .                                    | Salonica.             |
| Xanthos, C., Importer, . . . . .                                    | Salonica.             |
| Zelveian, M & K., Importers . . . . .                               | Mersine.              |
| Zarifi, L., Importer, Agopian Han, Galata, . . . . .                | Constantinople.       |

#### Olives and Olive Oil.

|                                               |                  |
|-----------------------------------------------|------------------|
| Alazza, Dem. H., Exporter . . . . .           | Mitylene.        |
| Barff & Co., Ltd., P.G., Exporters, . . . . . | Smyrna.          |
| Coulevas, M. & A., Exporters . . . . .        | Piraeus, Greece. |
| Fidao & Co., F., Exporters. . . . .           | Smyrna.          |
| Gelat, David P., Exporter . . . . .           | Jaffa.           |
| Keun & Co., Alfred A., Exporters, . . . . .   | Smyrna.          |
| Reggio & Co., Ant., Exporters, . . . . .      | Smyrna.          |
| Whittall & Co., C., Exporters, . . . . .      | Smyrna.          |

#### Opium.

|                                                                                      |                   |
|--------------------------------------------------------------------------------------|-------------------|
| Barker Bros., Exporters, . . . . .                                                   | Smyrna.           |
| Chirinian, Raphael M., Exporter . . . . .                                            | Afion Karahissar. |
| Fidao & Co., F., Exporters, . . . . .                                                | Smyrna.           |
| Fils de Jacob Scialom, Exporter, . . . . .                                           | Salonica.         |
| Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stamboul, Constantinople. . . . . | Constantinople.   |
| Gulbenkian, Parsegh K., Exporter, . . . . .                                          | Baghdad.          |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul. . . . .                      | 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.         |
| Topuz, Jean A., Exporter. . . . .                                                    | Salonica.         |
| Whittall Saltiel & Co., Ltd., Exporters, . . . . .                                   | Salonica.         |
| Whittall & Co., J. W., Exporters, . . . . .                                          | Constantinople.   |

#### Optical Goods.

|                                       |            |
|---------------------------------------|------------|
| Damiani, Barnabé, Importer, . . . . . | Jerusalem. |
|---------------------------------------|------------|

#### Otto of Roses.

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

#### Paper.

|                                           |               |
|-------------------------------------------|---------------|
| Albemarle Paper Manufacturing Co. . . . . | Richmond, Va. |
|-------------------------------------------|---------------|



**Paint and Varnishes.**

|                                                        |                      |
|--------------------------------------------------------|----------------------|
| Blum & Levy, Importers, . . . . .                      | Jerusalem.           |
| Chrissafidès & Georgiadès Importers, Galata, . . . . . | Constantinople.      |
| Khabbaz & Co., Importers, . . . . .                    | Aleppo.              |
| Patton Paint Co., Exporters, . . . . .                 | Newark, N.J., U.S.A. |

**Perfumery.**

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

**Petroleum.**

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

**Physicians and Dentists.**

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

**Pianos, Piano Players, &c.**

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

**Pistachio Nuts.**

|                                      |         |
|--------------------------------------|---------|
| Barsamian, Hagop, Exporter . . . . . | Aleppo. |
|--------------------------------------|---------|

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

|                                                             |                       |
|-------------------------------------------------------------|-----------------------|
| Matteossian, Leon, Importer, Tevekkel Han, Galata . . .     | Constantinople.       |
| United States Steel Products Co., Exporters, 30 Church St., | New York City, U.S.A. |

**Plumbing Fixtures.**

|                                           |               |
|-------------------------------------------|---------------|
| Steinhauer & Co., Max, Importer . . . . . | Cairo, Egypt. |
|-------------------------------------------|---------------|

**Playing Cards.**

|                                           |                    |
|-------------------------------------------|--------------------|
| U.S. Playing Card Co., Exporters. . . . . | Cincinnati, U.S.A. |
|-------------------------------------------|--------------------|

**Printing Paper.**

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

**Pumps.**

|                                                  |                               |
|--------------------------------------------------|-------------------------------|
| Altitzoglou Fils, J., Importers . . . . .        | Mersine.                      |
| Avedissian & Kechichian, Importers . . . . .     | Adana.                        |
| Damien, Joseph, Importer, . . . . .              | Baghdad.                      |
| Flint & Walling Mfg. Co., Exporters. . . . .     | Kendallville, Indiana, U.S.A. |
| Frangakis, Ant. Ch., Importer . . . . .          | Aleppo.                       |
| Loutfalla, Georges, Importer . . . . .           | Adana.                        |
| Matteossian, Leon, Tevekel Han, Galata . . . . . | Constantinople.               |
| Rumsey & Co. Ltd., Exporters . . . . .           | Seneca Falls, N.Y., U.S.A.    |

**Razors & Blades.**

|                                                           |                  |
|-----------------------------------------------------------|------------------|
| Gillette Safety Razor Co., 40-44 Holborn Viaduct, . . . . | London, England. |
|-----------------------------------------------------------|------------------|

**Road Making Machinery.**

|                                               |                       |
|-----------------------------------------------|-----------------------|
| Buffalo Steam Roller Co., Exporters . . . . . | Buffalo, N.Y., U.S.A. |
|-----------------------------------------------|-----------------------|



**Rubber Goods.**

|                                                              |                 |
|--------------------------------------------------------------|-----------------|
| Varbetian, L. & L., Importers. . . . .                       | Smyrna.         |
| Damiani, Barnabé, Importer . . . . .                         | Jerusalem.      |
| Hananel, N. B., Importer, Xanthopoulo Han, Stamboul. . . . . | Constantinople. |
| Hindie Frères, Importers. . . . .                            | Aleppo.         |
| La Fontaine Bros Ltd., Importers, Gulbenkian Han, Stam.      | Constantinople. |

**Safes.**

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

**Saw Mill Machinery.**

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

**Sesame Seed.**

|                                            |        |
|--------------------------------------------|--------|
| Gelat, David P., Exporter . . . . .        | Jaffa. |
| Simeonoglou, Aristidès, Exporter . . . . . | Adana. |

**Sesame Seed Oil.**

|                                               |          |
|-----------------------------------------------|----------|
| Naccache & Fils, Ibr., Exporters . . . . .    | Mersine. |
| Ourfalian & Bitchakdjian, Exporters . . . . . | Mersine. |
| Zelveian, M. & K., Exporters. . . . .         | Mersine. |

**Sewing Machines.**

|                                                         |                 |
|---------------------------------------------------------|-----------------|
| Kevork Skender, K. & D., Importers. . . . .             | Baghdad.        |
| Lambichi, M. E., Importer. . . . .                      | Smyrna.         |
| Sadullah & R. Levy, Importers, Mahmoud Pacha, Stamboul, | Constantinople. |
| Singer Manufacturing Co., Importers . . . . .           | Constantinople. |
| »       »       »       » . . . . .                     | Cairo, Egypt'.  |

**Shipping Agents.**

|                                                                                                                     |                   |
|---------------------------------------------------------------------------------------------------------------------|-------------------|
| Achaia S.S. Co., Ltd., . . . . .                                                                                    | Patras, Greece.   |
| Agranti, Victor, Yeni Han, Sirkedji, Stamboul. . . . .                                                              | Constantinople.   |
| Alevra, D. G. . . . .                                                                                               | Smyrna.           |
| Anglo-American Nile Navigation Co., . . . . .                                                                       | Cairo, Egypt.     |
| Archipelago American Steamship Co. . . . .                                                                          | Smyrna.           |
| »       »       »       » . . . . .                                                                                 | Constantinople.   |
| Artus, Jean . . . . .                                                                                               | Mersine.          |
| Barff & Co., Ltd., P. G. . . . .                                                                                    | Smyrna.           |
| Cunard Steamship Co., Tchিনি Rihtim Han, Galata, . . . . .                                                          | Constantinople.   |
| Curmusi, Theo. N., Tchিনি Rihtim Han, Galata, Agent<br>for Austro-American S. S. Line & Achaia S. S. Co., . . . . . | Constantinople.   |
| Eliades & Mouka, . . . . .                                                                                          | Smyrna.           |
| Farwagi, E., & Fils . . . . .                                                                                       | Jaffa.            |
| Fli Cauchi, . . . . .                                                                                               | Salonica.         |
| Hancock & Wood . . . . .                                                                                            | Patras, Greece.   |
| Hochstrasser & Co., . . . . .                                                                                       | Samsoun.          |
| Hoffmann, S. & W. . . . .                                                                                           | Belgrade, Servia. |
| Keubler, Jona. . . . .                                                                                              | Jaffa.            |
| Laughton & Co., 42 Perchembé Bazar, Galata, . . . . .                                                               | Constantinople.   |
| Louisides & Co., P. J., . . . . .                                                                                   | Larnaca, Cyprus.  |
| Marassoglou, V., Arabian Han, Galata, . . . . .                                                                     | Constantinople.   |
| Mavrommati, André, . . . . .                                                                                        | Mersine.          |
| Maulwurf, E., . . . . .                                                                                             | Salonica.         |
| Messageries Maritimes . . . . .                                                                                     | Cairo, Egypt.     |
| M. Mewes, General Agent for Norddeutcher Lloyd, Rue<br>Charab Iskelessi, 7-9, Galata . . . . .                      | Constantinople.   |
| Molho, Isaac, . . . . .                                                                                             | Salonica.         |
| Nahama & Co., . . . . .                                                                                             | Salonica.         |
| Palassoff, M.P., . . . . .                                                                                          | Ordou.            |



|                                                            |                                       |
|------------------------------------------------------------|---------------------------------------|
| 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.                       |
| Theodoridi & Co. . . . .                                   | Braila, Roumania.                     |
| Turnbull, Jr., & Somerville, . . . . .                     | Valetta, Malta.                       |
| Whittall & Co., C., . . . . .                              | Smyrna.                               |
| Yannoulato, Ant. G., Abid Han, Galata, . . . . .           | Constantinople.                       |

**Ship Chandlery.**

|                             |          |
|-----------------------------|----------|
| Artus, Jean, . . . . .      | Mersine. |
| Flutti, Nicholas, . . . . . | Mersine. |

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

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

**Silk.**

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Bekhor, Showa, Importer, . . . . .                            | Baghdad.        |
| 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.   |
| Zehnder, J.U., Exporter, Keudros Han, Stamboul, . . . . .     | Constantinople. |

**Skates (Roller).**

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

**Skins, Hides and Furs.**

|                                                              |                 |
|--------------------------------------------------------------|-----------------|
| Abdul Kader El-Khedery, Exporter, . . . . .                  | Baghdad.        |
| Apikian & Co., Exporters, . . . . .                          | Baghdad.        |
| Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul       | Constantinople. |
| Austro-Oriental Trading Co., Ltd., Exporters, . . . . .      | Baghdad.        |
| Blattner, Andrew . . . . .                                   | Constantinople. |
| Chachaty Frères, Exporters, . . . . .                        | Mersine.        |
| Damien, Joseph, Exporter . . . . .                           | Baghdad.        |
| Parsegh G. Essefian, Exporter, Sirkedji, Stamboul, . . . . . | Constantinople. |
| Fresco, Fils d'Aslan, Exporters, Manoukian Han, 15, Galata   | Constantinople. |
| Gelat, Elias Thomas, Exporter (Sheep & Goat). . . . .        | Jerusalem.      |
| Hannania & Son Showa, Joseph, Exporters. . . . .             | Baghdad.        |
| Hecht, Emil, Importer & Exporter, Angora Han, Stamboul,      | Constantinople. |
| Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .          | Constantinople. |
| Jeboury, Beythoum, Exporter, . . . . .                       | Baghdad.        |
| Kasbarian, N., Buyuk Kiritli Pasha Han, Stamboul. . . . .    | Constantinople. |
| 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, Stamboul,    | Constantinople. |
| Pesnikidis, P., Exporter . . . . .                           | Salonica.       |
| Sarfati, Joseph, Exporter, Rezvan Han, Stamboul, . . . . .   | Constantinople. |
| Schamasch, Gourgie & Co., Exporters . . . . .                | Baghdad.        |
| Stock & Mountain, Exporters, Khorassandji Han, Stamboul,     | 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. |

**Starch.**

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

**Stationery**

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

**Sugar.**

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

**Tallow.**

|                                   |                   |
|-----------------------------------|-------------------|
| Goldenberg & Fils, David. . . . . | Braila, Roumania. |
|-----------------------------------|-------------------|

**Telegraph Service.**

|                                                    |                       |
|----------------------------------------------------|-----------------------|
| Western Union Telegraph & Cable Company, . . . . . | New York City, U.S.A. |
|----------------------------------------------------|-----------------------|

**Telephone Supplies.**

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

**Tents.**

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Baker, Geo. & A., Importers, 370 Grande Rue de Péra . . . . . | Constantinople. |
|---------------------------------------------------------------|-----------------|

**Tobacco.**

|                                                                |                         |
|----------------------------------------------------------------|-------------------------|
| Adamopoulo, A.G., Exporter, . . . . .                          | Smyrna.                 |
| African Cigarette Co., Ltd., The, Exporters, 8 A Lycourgos St. | Athens, Greece.         |
| American Tobacco Co., . . . . .                                | Salonica.               |
| American Tobacco Co, . . . . .                                 | Smyrna.                 |
| Nemli Zadé Frères, Exporters, . . . . .                        | Trebizond.              |
| Oriental Tobacco Trading Co., Ltd., Exporters, . . . . .       | Salonica.               |
| Pesnikidis, P., Exporter . . . . .                             | Salonica.               |
| Drucklieb, C., & Co., Exporters. . . . .                       | New York, N. Y., U.S.A. |
| Pirococco, Christo, Exporter, . . . . .                        | Smyrna.                 |
| Serefas, D., Exporter, . . . . .                               | Salonica.               |
| The Surbrug Co., Importers . . . . .                           | New York City, U.S.A.   |

**Tourist Agencies.**

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



**Turkish Delight.**

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

**Typewriters and Supplies.**

Abramovitz, Leon P., Calea Moslior, 80 . . . . . Bucharest, Roumania.  
 Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul, . Constantinople.  
 Kouroubalekian, Khosrof, Importer, Buyuk Tunnel Han, Galata Constantinople.  
 Lambichi, M. E., Importer, . . . . . Smyrna.  
 Monarch Visible Typewriter Co., Ltd., 165 Queen Victoria 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.  
 Panayottou & Co., John E. . . . . Cairo, Egypt.  
 Remington Typewriter Co., . . . . . New York, N. Y.

**Valonia.**

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

**Vehicles (Wagons, Carriages, Delivery Wagons)**

The Studebaker Corporation . . . . . South Bend, Ind., U. S. A.

**Watches.**

Keystone Watch Case Co., Exporters, Pickhuben, I . . . Hamburg, Germany.

**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.  
 Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata. Constantinople.  
 Cambas, André P., Manufacturer & Exp. 10 Rue Philhellènes Athens, Greece.  
 Enriquez, Clement, Importer, . . . . . Baghdad.  
 Wm. Hills Jr., & Co., Importers . . . . . Bassorah.  
 Jeronimides, A. D. . . . . Cairo, Egypt.  
 Navarro & Mijan, Importers, . . . . . Salonica.  
 Palestine Wine Co., Exporters, 727 W. 14th. St. . . . . Chicago, Ill., U. S. A.  
 Reggio & Co., Ant., Importers, . . . . . Smyrna.  
 Sadullah & Robt. Levy, Importers, Stamboul, . . . . . Constantinople.  
 Schamasch, Gourgi & Co., Importers, . . . . . Baghdad.  
 Rothschild, Zalel, Importer, . . . . . Jerusalem.

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

United States Steel Products Co., Exporters, 30 Church St. New York City, U. S. A.

**Wool and Mohair.**

Arsen & Co., A. G., Exporters, Gulbenkian Han, Stamboul, Constantinople.  
 Artus, Henri, Exporter . . . . . Mersine.  
 Austro-Oriental Trading Co. Ltd., Exporters . . . . . Baghdad.  
 Barsamian, Hagop, Exporter . . . . . Aleppo.  
 Blockey, Cree & Co., Exporters . . . . . Baghdad.



|                                                                    |                         |
|--------------------------------------------------------------------|-------------------------|
| Chachaty Frères, Exporters . . . . .                               | Mersine.                |
| Chukur Frères, Exporters . . . . .                                 | Baghdad.                |
| Coussa, Armand, Exporter . . . . .                                 | Aleppo.                 |
| Elishaa, Nessim, Exporter . . . . .                                | Baghdad.                |
| Elowe, Raphael J., Exporter . . . . .                              | Baghdad.                |
| Forino Co., Importers, 143, Federal Street . . . . .               | Boston, Mass., U. S. A. |
| Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . . . . .         | Constantinople.         |
| Gazalè, N. F., Exporter . . . . .                                  | Aleppo.                 |
| Gelat. David P., Exporter . . . . .                                | Jaffa.                  |
| Gulbenkian Bros. & Co., Exporters, Stamboul . . . . .              | Constantinople.         |
| Gulbenkian, Parsegh K., Exporter . . . . .                         | Baghdad.                |
| Hecht, Emil, Exporter, Angora Han, Stamboul . . . . .              | Constantinople.         |
| Hindie, Elias, Exporter . . . . .                                  | Aleppo.                 |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul . . . . .   | Constantinople.         |
| Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .                | Constantinople.         |
| Jeboury, Beythoum, Exporters . . . . .                             | Baghdad.                |
| Kasharian, N., Exporter, Buyuk Kiritli Pasha Han, Stamb. . . . .   | Constantinople.         |
| Keun & Co., Alfred A., Exporter . . . . .                          | Smyrna.                 |
| Klonsky, A. H., Exporter . . . . .                                 | Hebron.                 |
| Kouyoumdjian, Hagop, Exporter . . . . .                            | Baghdad.                |
| Lavino & Co., A., Exporters . . . . .                              | Smyrna.                 |
| Lemmi Frères, G., Exporters . . . . .                              | Ordou.                  |
| Langridge, F. F., Exporter . . . . .                               | Baghdad.                |
| Lynch & Co., Stephen, Exporters, Baghdad . . . . .                 | Baghdad.                |
| Marcopoli & Co., V., Exporters . . . . .                           | Aleppo.                 |
| Manachy, Lorenzo Y., Exporter . . . . .                            | Aleppo.                 |
| Manuelian, H., & Co., Exporters . . . . .                          | Mersine.                |
| Maulwurf, E., Exporters . . . . .                                  | Salonica.               |
| Messayeh, R. D., Exporter . . . . .                                | Baghdad.                |
| Modiano, Saül Isaac, Exporter. . . . .                             | Salonica.               |
| Obegi & Fils, N., Exporters . . . . .                              | Aleppo.                 |
| Oriental Skin Co., Exporters, Khorassandji Han, Stamboul . . . . . | Constantinople.         |
| Palassoff, M., Exporter. . . . .                                   | Ordou.                  |
| Pesnikidis, P., Exporter . . . . .                                 | Salonica.               |
| Sarfati, Joseph, Exporter . . . . .                                | Salonica.               |
| Schamasch, Gourgie, & Co., Exporters . . . . .                     | Baghdad.                |
| Serefas, D., Exporter . . . . .                                    | Salonica.               |
| Stock & Mountain, Exporters, Khorassandji Han, Stamboul. . . . .   | Constantinople.         |
| Stone, Timlow & Co., . . . . .                                     | Boston Mass, U. S. A.   |
| Whittall & Co., J. W., Exporters . . . . .                         | Constantinople.         |
| Zelveian, M. & K., 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,                    |
| Abouaf & Co., A. . . . .                                    | Cairo, Egypt.             |
| Banning, Hubert, Asmali Mesdjid 35, Pera . . . . .          | Constantinople.           |
| Bowen, Marcellus, Agent, American Bible Society . . . . .   | Constantinople.           |
| Braggiotti, Geo. M., Mines and Forests . . . . .            | Constantinople.           |
| Brill, A. . . . .                                           | Jaffa.                    |
| Calvert, F. R. J. . . . .                                   | Dardanelles.              |
| Chester, A. T., Ottoman-American Development Co. . . . .    | New York, N. Y., U. S. A. |



|                                                             |                             |
|-------------------------------------------------------------|-----------------------------|
| 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.                   |
| Grech, Alfred R. . . . .                                    | Dardanelles.                |
| Heisman, Sam . . . . .                                      | Jaffa.                      |
| 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.       |
| Keller, Theodor S., Mgr., Fulas & 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. . . . .       | Paris.                      |
| Morgan, Albert L., Professor, Robert College . . . . .      | Constantinople.             |
| Moussa & Co., Selim, . . . . .                              | Jaffa.                      |
| Murray, Wm. E., American College for Girls . . . . .        | Scutari, Constantinople.    |
| Nathan, Edward I., American Consular Service . . . . .      | Mersine.                    |
| New London Business Men's, Association. . . . .             | New London, Conn., U. S. A. |
| Odell, Ralph, M., U. S. Commercial Agent . . . . .          | Washington D.C., U.S.A.     |
| Peet, W.W., Treasurer, American Missions. . . . .           | Constantinople.             |
| Psyrras, Dimitrios. . . . .                                 | Mitylene.                   |
| Ravndal, G. Bie, American Consular Service . . . . .        | Constantinople.             |
| Rubin, Samuel, Promoter, . . . . .                          | Jerusalem.                  |
| Sachs, E. . . . .                                           | Rehoboth, Jaffa.            |
| Schulz, Walter H., American Consular Service . . . . .      | Aden, Arabia.               |
| Summers, Maddin, American Consular Service . . . . .        | Belgrade, Servia.           |
| Ward, William E.D., American Consular Service . . . . .     | Harput.                     |
| Wirth, Jr., Frederick . . . . .                             | Constantinople.             |
| Wortham, Richard G., American Tobacco Co.. . . . .          | Salonica.                   |



**Summary of Members by Districts.**

|                            |     |                                    |     |
|----------------------------|-----|------------------------------------|-----|
| Aden . . . . .             | 1   | France. . . . .                    | 1   |
| Adrianople . . . . .       | 1   | Germany. . . . .                   | 2   |
| Afion Karahissar . . . . . | 1   | Harput. . . . .                    | 2   |
| Albania . . . . .          | 2   | Jerusalem . . . . .                | 31  |
| Aleppo. . . . .            | 25  | Konia . . . . .                    | 1   |
| Alexandria . . . . .       | 4   | Malta . . . . .                    | 1   |
| Athens . . . . .           | 10  | Mersine . . . . .                  | 20  |
| Baghdad . . . . .          | 30  | Mitylene . . . . .                 | 8   |
| Beirut . . . . .           | 50  | Patras . . . . .                   | 6   |
| Brussa. . . . .            | 1   | Roumania . . . . .                 | 4   |
| Bulgaria . . . . .         | 2   | Salonica . . . . .                 | 56  |
| Cairo . . . . .            | 26  | Servia. . . . .                    | 7   |
| Constantinople . . . . .   | 109 | Smyrna . . . . .                   | 51  |
| Crete . . . . .            | 1   | Trebizond . . . . .                | 27  |
| Cyprus . . . . .           | 1   | United States of America . . . . . | 81  |
| Dardanelles. . . . .       | 2   |                                    |     |
|                            |     | Total . . . . .                    | 563 |





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