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# Levant Trade Review

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## American Chamber of Commerce for the Levant.

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### The Chamber's Banquet.

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**T**It was intended last year to have a banquet on Washington's Birthday. It was to be the first of a series of annual events which the Chamber hoped to celebrate. However wars and rumours of war interfered — there was much sorrow and suffering about — and the Chamber postponed its function from time to time.

Peace was finally restored practically in all directions, and Ambassador Morgenthau's arrival afforded the required incentive. It was decided to hold the first annual banquet on February 28th and to ask the American Ambassador in Constantinople as guest of honor. His Excellency kindly consented to this arrangement.

A committee was appointed to undertake the necessary preparations. It was composed of : D. Alton Davis, Chairman ; Fr. Wirth, Jr. ; Theron J. Damon ; Jules Fresco and Ferd. F. Canzuch. Much of the success of the banquet was due to this committee's zeal and circumspection.

The banquet came off as scheduled at Tokatlian's. This popular, modern hostelry never in all its history served a dinner to so many guests. Covers were laid for 225, and practically every seat was occupied.

Robert Levy, Esq., had taken charge of the decorations, and he drew lavishly upon his world-famous stock of Oriental rugs and hangings. Flags representing the nations within the sphere of the Chamber's activities, i. e. the United States of America, Greece, Turkey, the Balkan States, Persia and Egypt, added color and significance to the rich and tasteful decorations. There were palms and flowers in profusion, and a sprightly orchestra furnished music. Many members and guests had brought their ladies, whose brilliant toilettes harmonized beautifully with the festive appearance of the banquet hall and its appointments.

President Bowen presided, and next to him sat the guest of honor, His Excellency Ambassador Morgenthau, and Mrs. Morgenthau. Others at the speakers' table were His Excellency Mirza Mahmoud Khan, Ambassador of Persia ; His Excellency Talaat Bey, Ottoman Minister of the Interior ; His Excellency Mahmoud Pasha, Ottoman Minister of Public Works ; His Excellency Suleiman el Bustani Effendi, Ottoman Minister of Commerce and Agriculture ; His Excellency Oskan Effendi, Ottoman Minister of Posts and Telegraphs ; His Excellency C. Mano, Minister of Roumania ; His Excellency A. Tocheff, Minister of Bulgaria, and Mrs. Tocheff ;

His Excellency D. Panas, Minister of Greece, and Mrs. Panas; His Excellency W. Pavlovitch, representing Servia; N. Mazliah Effendi, Member of Parliament from Smyrna and Mrs. Mazliah; Mrs. Marcellus Bowen; Hon. G. Bie Ravndal, American Consul-General, and Mrs. Ravndal.

As soon as coffee and cigarettes had been reached on the menu, President Bowen rose and proposed the health of His Imperial Majesty the Sultan and thereupon the health of the President of the United States which toasts were responded to by the audience standing. He then delivered the following address in a most impressive manner:

Ladies and Gentlemen :

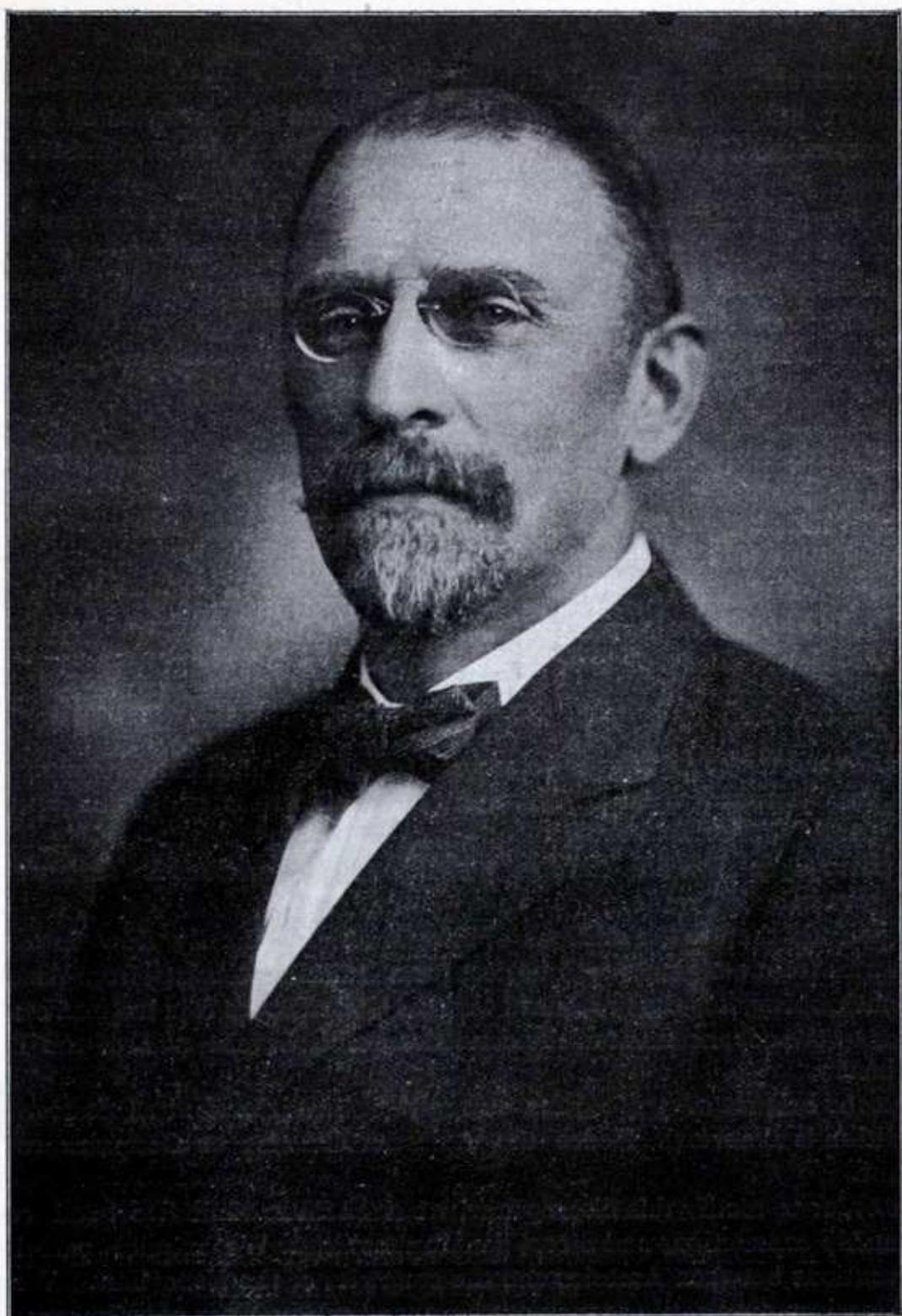
In behalf of the American Chamber of Commerce, I wish to extend to His Excellency, the U. S. Ambassador, the Hon. Mr. Morgenthau, a hearty and cordial welcome to Constantinople. I wish, also, to thank him for the interest he has already manifested in the Chamber and his readiness to co-operate in the promotion of its aims. We hope that the activities of the Chamber may be so conducted, that we shall be able to retain His Excellency's sympathy and co-operation in the future.

This Chamber came into existence only three years ago. It now registers nearly 600 members, many in America, many in Constantinople, and many in other parts of the Turkish Empire, as well as in other parts of the Levant. Before proceeding with the toasts and speeches of the evening, I wish to make three brief remarks in regard to our Chamber :

1. As to its object : that object is as its name indicates, to promote trade relations between the Levant and the United States. We believe that such a development will be greatly to the advantage of all concerned. America has much to learn of their business, of their commercial and financial relations with one another, of what one or all of them may need that America may possibly be able to supply. These Levant countries, also, have perhaps much to learn of the possible importance of the United States to them commercially. One aim of this Chamber is to educate in these respects both East and West, both America and the Levant. It hopes thus that a relation may be developed that shall be vital because intelligent and mutually beneficial.

2. As to the cosmopolitan character of the Chamber : It is suggested by this gathering here this evening. Our Chamber professes to be, and is an American Chamber, but it is ready to accept within its membership any firms and individuals of honorable standing and commercial integrity who desire to share in this Oriental-Occidental development. Thus it is, that the representatives of various races and nationalities are already within our ranks, and more are constantly being added. We consider it a privilege to encourage confidence and union, and harmony between these varying racial and national interests and aspirations, and in every possible way emphasize the truth that after all, in the world's great struggle for industrial and commercial supremacy, the highest and best interests of one should be the highest and best interests of all.

3. As to the aspiration and ambition of the Chamber : Ambition that overleaps itself is folly. Ambition that seeks exclusively one's own is selfish. But ambition that embraces within its scope the general welfare is noble.



HIS EXCELLENCY HENRY MORGENTHAU,  
Ambassador Extraordinary and Plenipotentiary of the  
United States of America to Turkey.

It is the ambition of our Chamber to be worthy of its name, to achieve with greatest possible efficiency what I have so briefly described as its object, and on all possible occasions to practice what I have described as its cosmopolitan spirit.

After referring to Consul General Ravndal as a gentleman whom the Chamber delighted in honoring as to him it owed its existence and much of its prosperity, President Bowen introduced Mr. Ravndal as toastmaster of the evening.

Mr. Ravndal expressed his warm appreciation of the kindly sentiments expressed by the President and then continued about as follows:

It is more or less universally agreed that America, through its educational and charitable institutions, is doing something worth while in the countries of the Near East for their intellectual and material uplift. In the Ottoman Empire alone 670 American schools are maintained, among which are 10 full-fledged colleges.

It is granted that along philanthropic lines Americans are showing up rather well in the Near East. It is also conceded that they are cheerful travellers, and that the predominating element of the tourist traffic whether in Egypt, Syria or Greece, is American.

But as regards American commerce in the Levant, the impression prevails that it is of no particular significance.

Is that impression well founded?

In Egypt, we buy in a year as much as 115,000,000 francs worth of cotton alone.

In Greece we buy in a year 10,000,000 francs worth of currants alone.

In the Ottoman Empire we buy in a year of all classes of Turkish produce considerably more than 100,000,000 francs worth.

Next to Great Britain, the United States of all nations is Turkey's best customer in actual trade,

If you add thereto the millions of francs which annually flow into these countries from emigrants to America, from American tourists, from American philanthropists, it is easily realized that the United States is in truth an essential factor to the advancement of the countries of the Levant and of the Balkan Peninsula.

But the balance of trade runs strongly against the United States. This condition is abnormal. Hence the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.

In order to rectify this discrepancy, we need first of all direct and regular steamship connections and direct banking facilities. We require parcel post conventions between America and the countries of the Near East. We need an American mercantile agency out here, and an American news bureau. We want an American commercial excursion to the Mediterranean to help bring about these improvements. We desire branches in America of this Chamber as to render our campaign of education effective.

There was a time when American shipping ranked second in the Mediterranean — when more than 1/3 of the world's total tonnage in every sea flew the American flag. That was 50 years ago. We have been too busy developing



HIS EXCELLENCY TALAAT BEY,  
Ottoman Minister of the Interior.

our own country since the Civil War to occupy ourselves with over sea shipping. Perhaps we will soon come back to the water.

Only since the foundation of this Chamber have we been able to secure direct steamship facilities. The America-Levant line has been started, and now the Hamburg-Amerika line is undertaking a regular monthly passenger and freight service between New York and the Levant.

Owing to the statesmanship of our President a currency law has been passed which will enable American national banks to maintain agencies abroad. That means the influx of American capital into foreign fields and a powerful stimulus to American foreign commerce.

His Excellency Ambassador Morgenthau has come to us at the psychological moment. He has the outlook, the energy, the faith — the faith, that can remove mountains. With him at the head of affairs Americans out here feel thoroughly convinced that the improvements this Chamber stands for — the progress it seeks to achieve — *will be achieved*. We are delighted to have His Excellency with us to-night as our guest of honor and it affords me an extraordinary amount of pleasure to introduce to you Ambassador Morgenthau.

Ambassador Morgenthau's speech, which was the *pièce de résistance* of the evening was listened to with profound interest and evoked enthusiastic applause. We take pride and pleasure in reproducing it as follows:

This is a most significant and important gathering; and I doubt if any of us appreciate what beneficial consequences may result therefrom. Here is the American Chamber of Commerce furnishing a neutral ground on which a majority of the members of the Cabinet of Turkey meet with the official representatives of the Balkan States and Persia, and sit around the same table to discuss pleasantly during a good dinner the importance and development of commerce in their respective countries. What an achievement it will be if the Young Giant of the West, who by strictly attending to his own business has developed into one of the greatest and richest nations of the world, could make others see the advantages and wisdom of following his example. We recognize the difficulty which confronts everyone who tries to prevail upon another to benefit by his experiences, but perhaps nations, which are guided by disinterested patriots who have only the good of the people at heart and none of the selfish motives or petty vanities of an individual, will be willing not only to study the history of a successful nation but also to profit by its experiences, and thus save the expense and spare the waste caused by experimenting.

As a diplomat "I am directed by my Government especially to refrain from public expressions of opinion upon local political or other questions arising within my jurisdiction." These are the exact words contained in my instruction book, and I am obliged to conscientiously follow them. But that does not prevent me however from telling you what we have done at home to establish and increase our commerce and what we are doing to improve it and the conditions of our people; and it is for this country, the Balkan States and Persia to determine how much of it can be adopted by them.

It is just fifty years ago that our country had finished one of the bloodiest



HIS EXCELLENCY MIRZA MAHMOUD HAN,  
Persian Ambassador to Turkey.

and most expensive internecine wars recorded in history, and you all know that the worst strifes are those that are waged between brothers. All the southern states had been completely devastated; a large part of its white male population was killed during the war; millions of slaves had been set free and were unprepared to take care of themselves and would not work; both the north and the south were in a complete state of physical and financial exhaustion. The cost of the war exceeded 1,500 million dollars; our Government bonds were selling below par and were mostly owned in foreign countries; we had just been deprived of the wise leadership of the great Abraham Lincoln who had been foully murdered. We had fought for a principle and had won, but the hatred of the sections for each other survived and the great problem was to reconcile the combatants to the new conditions and to again absorb into our commercial and business activities the hundreds of thousands of members of the disbanded army and to have our communities resume their normal condition and bring about a reconstruction of the southern states. We were confronted by a tremendous problem, and it took wise statesmanship, great grit, patient toil and unwavering enthusiasm born from an absolute and abiding faith in the future to solve it. We had only 35,000 miles of railroads and many of these traversed the devastated country. I say "only", because to-day we have over 250,000 miles of railroad which have brought into easy communication with the large markets of our country all our developed farms and mines, etc., and have given the country four transcontinental routes. We had a population of thirty four millions which has now grown to over 95 millions, of which 19 million attend our public and two million our private schools, and 320 thousand attend 596 universities and colleges in which there are thirty thousand professors and instructors and which have libraries containing 16 million volumes of books. Our imports in 1870 were 436 millions and our exports 393 millions, showing a balance against us of 39 millions; while in 1913, our imports were 1813 millions and our exports 2,466 millions, so that we had a balance of trade in our favor of 652 millions, and for the last seven years the average annual balance of trade has been over five hundred million dollars. We have gained by immigration about 30 million people of which the year 1913 brought 1,200,000 practically equal to the population of the city of Constantinople. This great army, besides bringing their energy, strength and capacity to work, also brought with them 30 million dollars in cash! I wonder if these figures give you the faintest idea of this tremendous growth.

How was this all done?

We invited, urged and welcomed help from every source and there was a generous response. We utilized English, French, German and Dutch money to help build our railroads. We opened our portals wide to immigrants who overflowed our shores in a most unprecedented fashion. It first relieved Ireland and Germany of their surplus population and thereby bettered the condition of those that remained at home; later on Italy and Russia sent us hundreds of thousands of their people. And it was thus that the native population received the necessary reinforcements to help develop the new districts that were being opened for settlement. As fast as the railroad



HIS EXCELLENCE C. MANO,  
Roumanian Minister to Turkey.

development pierced the west, villages and cities followed it. The northerners and the southerners found a common ground in the great and almost boundless West which was then entirely undeveloped side by side in this new land of promise and soon forgot their past differences. They started out in log cabins which they erected with their own hands ; they slept on pine boughs and were willing to forego all comforts to enable them to rapidly recoupe their lost fortunes. Gradually they acquired the almost luxurious surroundings in which they live to-day, for there is hardly a farm house without an organ or piano, a sewing machine, a small library and carpets on the floor, and most of them own considerable agricultural machinery and a great many of them their own automobiles.

We adopted a system of protection so as to foster our then infant industries which are now managed by wonderful corporations that not only can stand alone but compete with the world. We encouraged thrift and habits of saving so that the deposits in the savings banks to-day amount to 4,450 millions and the assets of the life insurance companies go over 4,400 millions dollars.

What do such accumulated assets mean ?

It means opportunities realized, steady thrift, thousands of thrills of pleasure at individual progress towards independence and protection against want in old age, provisions for rainy days, the renewed prosperity of the natives of the South, North, East and West, the conversion of millions of stalwart immigrants into prosperous farmers, business men, mechanics, etc., who are the owners of these and other assets. I am going to leave to your imagination and poetic temperament to analyse still further what are the component parts when reduced into human endeavors that constitute this monument of prosperity.

We are not too conceited as to arrogate to ourselves the claim that we are the only country that has accomplished such wonderful results in the last fifty years. In 1865 there was no German Empire nor United Italy ; their creation and phenomenal development have taken place since then. I believe that a description of the industrial and commercial development of those and many other countries would make as fine a story as I have told you about the United States ; but they are so near to you that it would lack the enchantment that distance lends to a view. I have shown you results and I now want to tell you that they have not been attained without a great many troubles and tribulations. We have had our severe panics and recessions ; our droughts and floods ; our pests of grasshoppers and bollweevils, our strikes and labor troubles some of which have led to bloodshed. It was no easy task to assimilate the many different nationalities that reached our shores. The troubles of most nations are those of struggling against poverty ; we have had the unusual experience of having to fight and suppress the excessive prosperity of the privileged class of our country, because they were about destroying our free government and were depriving our people of their equal opportunities. Fortunately we found in our present President Woodrow Wilson a champion for justice and right, and he has, through his infinite skill and wisdom, practically after one year of administration, adjusted the matter.

I cannot sit down without saying something about commerce and the great



HIS EXCELLENCY D. PANAS,  
Hellenic Minister to Turkey.

work done by the various Chambers of Commerce in the world. The modern business man has learned that it pays to advertise, and it does so as to his individual business; all communities sooner or later discover that if they desire to reach an advanced position, they must collectively present their advantages to the world and they must assist the enterprises that are within their district, encourage and induce others to come, prevent the possible removal of those already there, and to accomplish this they must band together and form Chambers of Commerce. It is in union that there is strength and every enterprising business man in a community must join his Chamber of Commerce so as to increase its power and sphere of usefulness.

If I were in America and wanted to compare our accomplishments to something definite, I would speak of a fifty story building in contrast to some of the two or three story buildings. But being in Turkey I want to say that I have shown you the wonderful national rug that we have produced in the United States. It was woven by the millions that inhabit our land, natives and foreigners, whites and blacks, people from the North, South, East and West, men and women, and from materials produced in our own soil and imported from all countries; and as far as we have finished it, we pride ourselves, notwithstanding some faults and defects, that it makes a fine, harmonious whole. And I think I am within my province to sing its praises before an audience like this, without fearing that I have wearied you.

His Excellency Talaat Bey then spoke in Turkish. His sentiments were exceedingly well received. The speech, translated into English on the spot by Hassan Fehmi Bey, Chief of Bureau in the Ministry of the Interior, ran as follows:

Honored Guests:

I participate with great pleasure in this splendid banquet which is honored by the presence of His Excellency the American Ambassador. The great economic activity of the United States, just explained in the important speech of His Excellency the Ambassador, will be of great value to us because the economic status of our country is just now the most important question before us. This much to be desired and wonderful industrial and commercial progress made by your country is for us a real example worthy to be followed.

Your honorable Chamber will be instrumental in showing us economic success. The efforts which you will make in advocating and working for our mutual interests will be highly appreciated by the Ottoman Government.

I sincerely wish you every success.

His Excellency the Persian Ambassador, speaking in French, expressed his warm feelings for America, in the following terms:

La nation américaine n'est arrivée à la hauteur de cette civilisation moderne ainsi qu'à cette prospérité industrielle et commerciale que par l'énergie et le travail continuels. Je lève mon verre pour boire à la prospérité de cette nation, à la santé de son digne représentant Son Excellence M. l'Ambassadeur et Madame Morgenthau ainsi qu'à celle des membres de l'honorable Chambre de Commerce.



HIS EXCELLENCY A. TOCHEFF,  
Bulgarian Minister to Turkey.

Speaking in faultless English, His Excellency el-Bustani, Minister of Commerce and Agriculture, dwelt upon what the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT already had achieved, in building a bridge, as it were, between America and the Levant. He was a faithful and constant reader of LEVANT TRADE REVIEW, which publication bore ample witness of the far-reaching importance of the activities of the Chamber and of the amazing progress made by the latter since its birth only three years ago. Referring to the desires of the Chamber as enumerated by Mr. Ravndal, he would always consider it as part of his own duty to do everything in his power to further their realization, his mission being to foster commerce with every part of the world. Only the previous day as Minister he had been called upon by gentlemen of the Hamburg-Amerika line, and he was delighted to be able to state that this service would be immediately established. His Excellency referred to the efforts of the Arabs of Spain to discover America long before the days of Columbus and stated that the Moslems for this reason, beside many others, had the greatest sympathy for the New World.

His Excellency the Minister of Roumania paid a most acceptable tribute to America in the following speech :

J'accomplis un devoir tout particulièrement agréable en exprimant à la Chambre de Commerce Américaine pour le Levant mes plus vifs remerciements pour sa gracieuse hospitalité et en vous disant, Mr. le Président, Mesdames, Messieurs, combien je suis reconnaissant à S. E. M. Morgenthau, votre éminent ambassadeur, de m'avoir engagé à venir passer cette soirée au milieu de vous. L'occasion m'est ainsi offerte d'être ici l'interprète de la sympathie et de la profonde considération du peuple roumain pour la grande nation américaine que nous aimons pour son esprit de solidarité, pour sa force de travail, ses hardies initiatives dans le domaine de l'industrie et du commerce et son vigoureux, et inlassable essor économique et social.

Mes compatriotes salueront avec joie les liens que votre activité dans le Levant est appelée à nouer entre votre noble pays et la Roumanie, et je forme des vœux chaleureux pour le constant développement de ces rapports à la consolidation desquels je serai heureux de contribuer dans toute la mesure où ma sphère d'activité pourra me le permettre. C'est de tout cœur, M. le Président, Mesdames, Messieurs, que je souhaite à la Chambre de Commerce Américaine pour le Levant une féconde réussite de ses travaux et une brillante prospérité et que je lève mon verre à la grandeur du peuple américain.

His Excellency the Minister of Bulgaria introduced into his felicitous remarks both sentiment and commercial facts. He spoke as follows :

Monsieur le Président :

Permettez-moi d'abord de vous remercier de l'honneur qui nous a été fait par l'aimable invitation à ce banquet. Cette belle réunion me donne l'occasion d'exprimer mon admiration et mes vœux de prospérité à la grande nation américaine qui a étonné le monde par son développement prodigieux aussi bien dans le domaine moral et intellectuel que dans l'ordre économique.

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SMYRNA

Depuis de longues années mon pays apprécie les bienfaits de ces progrès, dont les premiers pionniers furent les missions américaines installées en Bulgarie en vue de relever la culture morale et intellectuelle de la population par la fondation d'institutions scolaires et humanitaires. A ce propos, je suis heureux de rappeler que plusieurs de nos hommes d'Etat ont fait aussi leurs études au Robert Collège de Constantinople, qui a rendu de si grands services dans les Balkans et où, à l'heure actuelle, on compte plus de soixante jeunes gens bulgares.

Les relations économiques entre les deux pays n'ont cessé de grandir en importance. Dans les dix dernières années le commerce total, entre les Etats-Unis d'Amérique et la Bulgarie a triplé. L'importation des Etats-Unis en Bulgarie a quintuplé. Elle atteignait à peine en 1902 la moitié de l'exportation bulgare aux Etats-Unis ; égale, en 1911, à l'exportation bulgare, et va bientôt la surpasser.

Les produits de la métallurgie des Etats-Unis s'imposent de plus en plus sur les marchés bulgares.

Quant à l'exportation bulgare aux Etats-Unis, elle consiste principalement en essence de rose, tapis d'Orient, et enfin en tabac en feuilles, dont l'exportation augmente sensiblement. Il résulte de ce qui précède que le commerce total entre les Etats-Unis d'Amérique et la Bulgarie a toutes les chances de se développer à l'avenir et de prendre une extention de plus en plus grande.

Pour hâter ce résultat, il est à espérer qu'une convention commerciale soit conclue et que des communications directes entre les deux pays soient établies.

En attendant cette réalisation je lève mon verre à la prospérité de la grande nation de l'Amérique, exemple vivant, digne d'être suivi par tous les pays jeunes, désireux de marcher dans la voie du progrès.

Je bois également au progrès et à l'avenir de la Turquie qui nous donne l'hospitalité.

Mazliah Effendi, M. P., spoke eloquently of commerce as a peace factor as follows :

Mesdames, Messieurs :

Lorsqu'en novembre 1911, la Chambre de Commerce Américaine se réunit dans ce même local pour annoncer solennellement sa constitution définitive, nous nous sommes empressés d'assister à cette fête pour lui présenter nos meilleurs vœux de succès dans la tâche ardue qu'elle avait entreprise, avec la conviction ferme qu'elle ne tarderait pas à devenir un facteur puissant dans le commerce de notre pays.

Le résultat obtenu depuis sa fondation nous démontre suffisamment combien nos prévisions étaient justifiées, et à quel point nous sommes en droit de croire que cette Chambre de Commerce est appelée à rendre des services bien appréciables aux relations économiques de deux pays libres, nourrissant une sympathie réciproque.

Le premier avantage que la Chambre de Commerce Américaine nous a procuré, c'est l'essor et le développement qu'elle a su donner au trafic inter-



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national, et plus particulièrement, aux opérations commerciales des deux pays, tant en importations qu'en exportations. C'est un avantage considérable qui lui vaut tous les mérites.

Mais le rôle de la Chambre de Commerce Américaine ne s'arrête pas là. Bien que son objectif principal soit d'ouvrir en Turquie des débouchés pour l'industrie florissante des Etats-Unis, et de mettre nos produits à la portée des consommateurs du nouveau continent,— contribuant ainsi à l'augmentation de la richesse publique et industrielle— la Chambre de Commerce Américaine, comme toutes les autres institutions de ce genre, a un caractère d'utilité publique grâce au concours qu'elle peut prêter aux autorités, dans la solution des problèmes économiques bien souvent compliqués. En effet, les pouvoirs publics, quelle que soit leur compétence, maintes fois, ne peuvent pas arriver, par eux-mêmes, à connaître des questions nécessitant une étude approfondie des données exactes, qui, parfois, leur échappent. Il y a bien lieu dans ces circonstances de recourir à la lumière et à l'expérience de groupes d'hommes spécialistes et expérimentés étant à même de trouver la formule exacte et la juste mesure qui pourraient servir à l'équilibre économique d'un pays. Ces groupes d'hommes, ce sont les Chambres de Commerce qui, à ce titre, sont reconnues, d'utilité publique, et parmi lesquelles la Chambre de Commerce Américaine occupe une place prépondérante.

Si l'on s'éloigne du terrain purement matériel pour se placer dans le domaine moral, les Chambres de Commerce ne sont pas moins utiles. J'oserai même

dire, que l'influence exercée par les corporations de commerçants, soit sur la solidarité entre le peuple, soit sur l'esprit de justice des hommes, est considérable.

C'est grâce aux efforts de ces institutions que le commerce, s'internationalisant, rapproche les hommes, les met plus directement et plus rapidement en rapports, établit des points de contact tellement multiples et étroits, qu'ils vibrent à l'unisson et instantanément dans la communauté de mêmes intérêts et de mêmes émotions, en donnant au genre humain la conscience de l'unité. Car rapprocher les hommes, c'est les réconcilier, c'est, au moins, rendre à l'esprit humain le plus signalé des services, puisque l'œuvre pacifique de la civilisation résulte d'éléments contradictoires, maintenus face à face, obligés de se tolérer, de se connaître, de se comprendre et de s'aimer. Dans ce contact, vous trouverez l'origine de la solidarité humaine, qui est la base de la société moderne.

Cette solidarité se manifeste d'une façon évidente dans ces innombrables formes d'associations qui s'élèvent de toutes parts et dont les chambres de commerce sont les types les plus caractéristiques.

Le bel exemple qui s'offre à nos yeux ce soir, me dispense de vous en fournir une meilleure preuve. Honorables et éminents hommes d'Etat Ottomans, dignes représentants de Puissances étrangères, ayant à leurs côtés cette vaillante armée de travailleurs actifs et zélés, composée de commerçants, d'entrepreneurs et de commissionnaires, tous rêvant le bien-être et le confort

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dans le travail, la solidarité et la paix, voilà, ce qui, à mon avis, est sublime et digne de tous les éloges!

The toastmaster, having exhausted the official program, finally called upon the honorable John McWhae, of Melbourne, Member of the Legislative Council, Province of Victoria, Australia, for a few words. Mr. McWhae was kindly present as a guest and with him his two charming daughters. He spoke most eloquently of the great commonwealth in the South Seas and its sympathy for America. Alluding to their community of interests, he expressed the hope that Australia might serve as the golden link between England and America in the interest of Anglo-Saxon civilization and the peace of the world.

Dancing followed upon the banquet and was much enjoyed by the younger members of both sexes.

It is hardly too much to say that this first annual banquet of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT marks an epoch in the history of American progress in the Near East.

It is hoped that the second annual banquet may be celebrated in Smyrna, Alexandria or Athens. No matter where it may be held, it should draw around the festive board members from many different sections in which the Chamber is represented so that they may meet, exchange views and rejoice together.

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## *Les Cours de Génie Agricole au Collège Américain à Beyrouth.*

(Par le DIRECTEUR)

(Traduit de l'AL-KULLIYEH, Janvier, 1914)

**D**ès les débuts du Collège, il y a cinquante ans, on reconnut clairement la nécessité de réservier une place spéciale, dans le programme, à des cours d'agriculture et de génie civil. C'est là un fait intéressant et riche en conséquences. Car dès l'abord le collège se proposa pour idéal suprême une éducation de ses jeunes gens qui ferait ultimement de ceux-ci des chefs de valeur et de capacité dans toutes les branches d'activité intellectuelle morale et sociale.

Riche en ressources naturelles, abondant en montagnes et en vastes plaines, possédant une grande variété de climats, l'Empire Ottoman offre un merveilleux champ d'exploitation à ceux qui ont les capacités nécessaires pour développer ses trésors. Malgré cela, pendant de longues années, les circonstances ne favorisèrent point de pareilles recherches. La sécurité publique n'était pas suffisamment assurée, ni l'état du gouvernement de nature à encourager les capitalistes — indigènes ou étrangers — à se lancer dans de vastes entreprises. Les agriculteurs se trouvaient satisfaits des anciennes méthodes, transmises à

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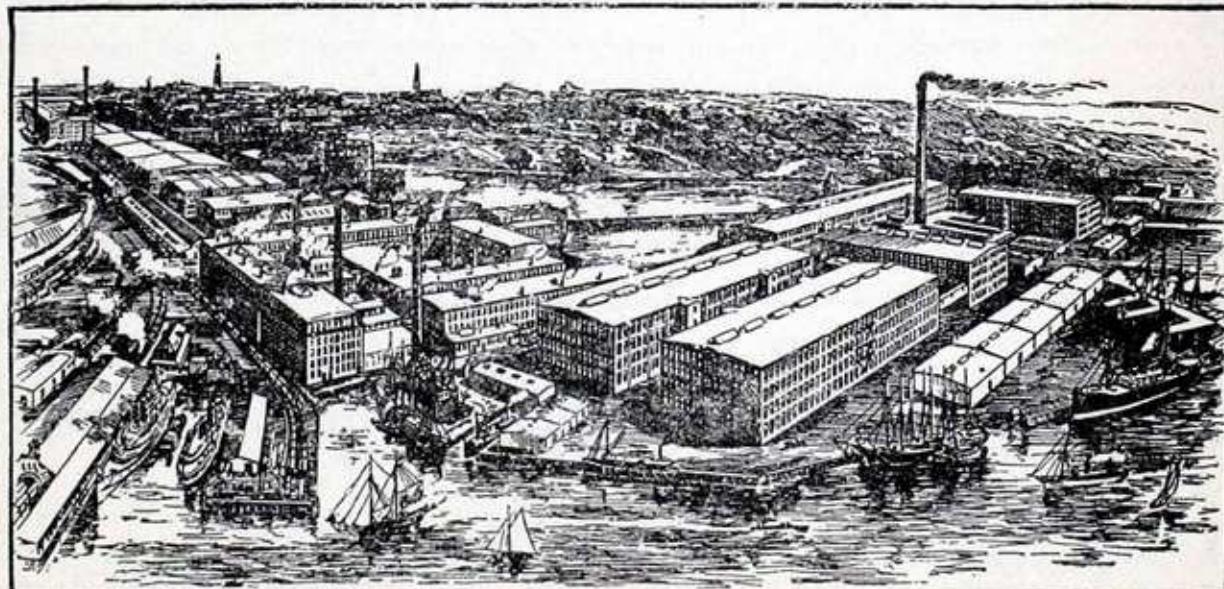
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travers un vague passé, ou se méfiaient des nouvelles. A vrai dire, l'opinion se déclarait hostile à tout changement. Pendant ce temps, en Europe et en Amérique, des pas gigantesques avaient été faits dans le domaine de l'agriculture scientifique. Ce développement constitue même un des chapitres les plus fascinants de l'histoire du progrès moderne. Et ce n'est là qu'un commencement qui a été réalisé. A cause de l'intérêt qu'éveillent aujourd'hui les choses agricoles, on a jugé nécessaire de mettre en relief ce qu'on pourrait nommer le côté « génie civil » des problèmes de l'agriculture. La meilleure utilisation possible des cours d'eau, la construction de conduits et d'aqueducs, de ponts, de barrages, de routes, de terraces, de bâtiments ; les problèmes du dessèchement des terrains, l'arpentage, les mesures requises pour développer les conditions hygiéniques — tout cela, ajouté aux questions purement agricoles, porte le collège à croire qu'un cours de génie agricole, aboutissant plus tard à l'établissement de sections spéciales d'agriculture et de génie agricole, répondrait admirablement aux besoins actuels du pays. Car il est incontestable que l'Empire Ottoman commence à comprendre la nécessité d'adopter des mesures modernes, s'il désire développer ses riches ressources naturelles. Le projet auquel on vient de faire allusion peut bien présenter encore quelques lacunes ; mais d'autre part, le collège hésite à pousser les étudiants à suivre les classes d'études professionnelles, qui, aussi excellentes qu'elles soient en elles-mêmes, ne promettent point à ceux qui les fréquentent des carrières utiles dans le Proche-Orient. Rien ne décourage un jeune homme davantage que la constatation d'être seulement apte, par suite de son éducation, à des conditions *inexistantes* actuellement dans le pays où il est né. Il doit certainement se prêter à la tâche du pionnier ; regarder plus loin dans l'avenir que ceux qui l'entourent ; créer lui-même le besoin de ses services... Mais en même temps son éducation doit le mettre en rapports intimes, non seulement avec les besoins actuels du pays où il désire travailler, mais aussi — au moins dans une certaine mesure — avec les besoins qui se font déjà pressentir. Il doit jouer le rôle d'un pionnier, oui... Mais d'un pionnier auquel on peut porter ce témoignage : qu'il rend d'importants services publics en ouvrant des voies nouvelles dans lesquelles d'autres hommes se proposent aussi de marcher. En tant qu'éclaireur, il doit être un homme fort, un homme de jugement sain, de persévérance, de ressources, capable de s'adapter à des conditions imprévues et disposé à le faire. Il est évident, de ce que nous venons de dire, que le collège ne compte pas — du moins pour le moment — *spé-*

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*cialiser* les étudiants comme agriculteurs ou comme ingénieurs. Mais il a l'intention de donner des cours qui permettront à ceux qui les suivront de faire face avec intelligence et succès aux possibilités nouvelles en Proche-Orient, nées du besoin actuel de développer les richesses du pays et d'en tirer le meilleur parti possible.

Le professeur Patch, qui dès le début s'intéressa profondément à cette nouvelle œuvre, a résumé ses convictions en disant que les possibilités agricoles latentes de l'Empire Ottoman peuvent être développées en fournissant au pays des hommes de caractère, des esprits mûrs, déjà familiarisés avec les problèmes de l'agriculture moderne, et qui ont en outre une connaissance théorique de ces principes de génie civil dont dépend l'exploitation profitable du sol. Il croit que le nouveau cours cultivera le *sens du génie civil* — c'est-à-dire, l'initiative personnelle et la capacité de résoudre de nouveaux problèmes dans ce domaine — tout autant qu'il permettra d'acquérir les connaissances indispensables par les conférences et les livres. Ce "sens du génie civil", accompagné de courage, de prudence, de patience, devrait pouvoir faire de l'étudiant au bout de ses études un facteur indispensable à la solution des problèmes de génie civil dans l'agriculture.

En outre, ce cours le rendra apte à s'associer aux grandes entreprises qui exigent quelque connaissance de l'agriculture et du génie civil, ou à s'identifier avec des travaux purement agricoles ou purement techniques, selon les circonstances ou ses goûts... De cette manière il découvrira où résident ses capacités particulières, et dans quel sens ses services pourraient le plus produire... Tout cela, peut-être, le conduirait à la longue à des études supérieures véritablement spécialisées.

Surtout, nous aimons à espérer que ses longues relations avec le Collège Protestant de Syrie lui auront appris la nécessité suprême d'une conduite intègre et honnête. Elles auront ainsi fait de lui, dans le monde, une puissance morale, et, de son nom, le synonyme de l'honneur : en un mot, un vrai gentilhomme « sans peur et sans reproche. »

Pour en venir maintenant aux détails, il serait bon de faire remarquer que le cours projeté aura une durée de trois ans. A la fin du cours, le titre de Bachelier ès Sciences sera décerné, ainsi qu'un diplôme indiquant la nature des études poursuivies pendant le cours. Pour l'heure, celui-ci sera donné sous la direction de l'Ecole des Arts et Sciences.

### Programme.

L'année « Sophomore » de l'Ecole des Arts et Sciences constituera l'année préparatoire à l'entrée du cours. Les sujets suivants seront obligatoires : Anglais et 2 autres langues (turc, français ou allemand), histoire, physique, trigonométrie, géométrie descriptive, zoologie, géométrie analytique, histoire sainte et gymnastique. Les étudiants qui auront achevé cette première année d'une façon satisfaisante seront admis sans examen au cours de génie civil. Ceux toutefois qui s'y présentent au sortir d'autres collèges seront obligés de passer un examen en dessin, géométrie descriptive, trigonométrie, physique, zoologie et géométrie analytique.

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**Première année.** La première année du nouveau cours correspondra à l'année « inférieure » de l'Ecole des Arts et Sciences. Parmi les sujets enseignés dans cette dernière classe, les étudiants de génie civil devront choisir l'économie générale, le français ou l'allemand, les mathématiques, l'arpentage élémentaire, le dessin topographique, le dressage des plans, la botanique, la chimie, l'histoire sainte et la gymnastique. Les cours de botanique, de chimie élémentaire et d'arpentage seront pareils à ceux actuellement donnés. L'enseignement des mathématiques comprendra un cours plus complet et durera un an. Le dessin topographique et l'arpentage comporteront la préparation de cartes géographiques, l'étude des signes conventionnels, la computation, les dessins à échelle et profilés selon les données obtenues dans les travaux en plein air.

**Seconde année.** Pendant la deuxième année les étudiants devront choisir les études suivantes, parmi toutes celles de l'année « supérieure » de l'Ecole des Arts et Sciences : Sociologie, morale, astronomie, droit, géologie, mécanique, chimie analytique, chimie organique, mécanique théorique et appliquée, dessin industriel, entomologie. Tous ces cours, excepté ceux de droit, de mécanique, de dessin industriel et d'entomologie, sont actuellement enseignés.

Les classes de droit seront courtes et consisteront en conférences sur le droit foncier, l'hypothèque—faits qu'un agriculteur ou qu'un ingénieur doivent connaître. Le cours de mécanique traitera des principes des machines, tels que les poulies, les cames, etc... Le dessin industriel se compose de dessins à échelle des machines simples selon les esquisses et les mesures établies par les étudiants. L'entomologie s'occupera des insectes, de leur vie et leurs habitudes, des méthodes de contrôle, etc., qui ont trait surtout à l'agriculture.

**Troisième année.** La troisième année ne comprendra que des études spéciales. Les cours d'hydraulique traiteront des principes d'hydrostatique, et des pressions hydrodynamiques ; l'écoulement de l'eau à travers les tuyaux et les becs, par dessus les barrages et dans les cours ouverts ; la pression sur les barrages, les murs des réservoirs, etc. La thermodynamique sera un cours sur la théorie des machines à vapeur, à gaz, à pétrole. L'économie rurale enseignera l'amélioration du bétail, l'hygiène animale, la nourriture appropriée aux différentes bêtes, etc. Un cours sur la nature des terrains initiera à la chimie et aux maladies du sol. Les méthodes de dessèchement et de fertilisation seront aussi inculquées. La culture végétale traitera des moyens d'améliorer les moissons, de remédier aux maladies des plantes. L'économie agricole et celle du génie civil consistera en une série de conférences sur les problèmes spéciaux de l'administration des fermes, sur les meilleures manières de tenir les records, sur la direction et le maniement des ouvriers. Des cours seront donnés sur la production du lait pur, du beurre, du fromage, et seront accompagnés d'expériences pratiques dans les laiteries du collège. La silviculture s'occupera des pépinières, de la transplantation des arbres, de la chirurgie végétale, etc., des rapports entre la sylviculture et l'agriculture, le reboisement, etc.

On étudiera dans des cours organisés à cet effet, les divers matériaux employés dans les constructions, tels que le fer, l'acier, la pierre, le ciment. (Ce cours comprendra l'essayage pratique de la qualité des substances en question). Quelques notions seront fournies sur les analyses chimiques des pro-

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**Travaux d'Été.** Les étudiants du nouveau cours seront obligés de faire deux sessions d'été. Entre la première et la seconde année, ils passeront six semaines, sous la surveillance du collège, en travaux de charpenterie, d'outillage, de forge, de plomberie, etc. Entre la deuxième et la troisième année aura lieu un cours d'arpentage d'une durée de six semaines dans l'intérieur et les montagnes du pays, renforcé par des conférences des travaux en plein champ, des exercices d'atelier ; par le dressage des plans, les arpentes topographiques à la théodolite, les cartes à échelle, l'usage du sextant dans l'arpentage hydrographique, et celui du baromètre pour déterminer les différences d'élévation.

Le cours dans son ensemble doit suffire à rendre un homme capable de service dans ces projets de développement agricole où une connaissance du génie civil est aussi essentielle que celle des principes de l'agriculture. Il peut facilement se spécialiser ensuite, s'il le désire, dans des questions exclusivement agricoles, ou devenir soit un ingénieur, soit un entrepreneur de travaux publics.

La plupart des branches de ce cours seront électives dans les classes régulières de l'Ecole des Arts et Sciences, et permettront ainsi à l'étudiant de remporter le titre de B. A. (Bachelier ès Lettres) à la fin de son année "supérieure" d'école. Le titre de B. Sc (Bachelier ès Sciences) sera décerné seulement à la terminaison du cours du génie civil.

# IHMSEN & CO.

**Merchants & Agents**

**STAMBOUL - CONSTANTINOPLE.**

**Established in 1841**

*Telegraphic Address : "IMSENCO", CONSTANTINOPLE.*

**Exporters of Otto of Roses,**

**Opium, Gum Tragacanth,**

**Carpets and Rugs, Wool,**

**Mohair, Furs, Skins.**

# ASPEGREN & CO.

Produce Exchange, New York City.

**SELLING AGENTS**

for

Portsmouth Cotton Oil Refining Corporation, Gulf & Valley Cotton Oil Company, Limited,  
PORTSMOUTH, VIRGINIA.

**SELLING AGENTS**

for

NEW ORLEANS, LOUISIANA.

**Producers & Refiners**

of

## COTTON SEED OIL.

Selling Representatives for Turkey

SARANTIS FRÈRES — Constantinople.

*Brands:*

- "LUX" — Prime Summer Yellow,
- "LUCY" — " " " "
- "STELLA" — " " " "
- "NORA" — Choice Prime Summer Yellow,
- "RUBY" — Pure Salad Winter Yellow,
- "AMBRA" — " " " " "
- "CRYSTAL" — " " " " "
- "LA PERLA" — Choice Summer White,
- "NECTAR" — " " " " "
- "ERMYS" — " " " " "

*Represented in:*

SMYRNA,

GALATZ (Roumania),  
BELGRADE (Servia),  
SOFIA (Bulgaria),  
VALETTA (Malta),  
ALEXANDRIA

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

**WRITE FOR PARTICULARS.**

# C. WHITTALL & C° - SMYRNA

THE OLDEST BRITISH FIRM IN THE LEVANT

ESTABLISHED 1811

Telegraphic Address: "WHITTALL", Smyrna.

MERCHANTS, BANKERS, SHIPPING & INSURANCE AGENTS, EMERY MINE OWNERS

Exporters of Grain & Seeds, Valonea, Fruit, Olive Oil, Emery, etc.

Importers of Coal, Iron & Soda Ash.

PROPRIETORS, PATENTEES & SOLE MANUFACTURERS OF THE VALONEA EXTRACT "VALEX"

P. ELMASSIAN (INVENTOR)

TRADE



MARK.

BRANCHES: Dardanelles — C. Whittall & Co. — Dardanelles Agency.

Mersina — C. Whittall & Co. — Mersina Agency.

AGENCIES: West Coast of Asia Minor & Crete.

## BANKERS IN ENGLAND

THE COMMERCIAL BANK OF SCOTLAND LIMITED-LONDON.

## The New American Tariff.

**L**EVANT TRADE REVIEW takes pleasure in giving below a list of the principal products exported to America from various ports of the Levant, together with the duty imposed on them by the "Tariff Act of October 3, 1913, on Imports into the United States."

It is believed that the exports from the Near East to America under the new tariff and its reduced duties will still further expand. On the other hand, if the number of inquiries by American business men in regard to extending their field of operations to Levantine markets, is an indication of progress, then certainly a "boom" is in sight also in exports from America to the Eastern Mediterranean and Black Sea ports.

**Almonds.** Almonds not shelled, 3 cents per pound; almonds, shelled, 4 cents per pound; apricot and peach kernels, 3 cents per pound.

**Antiquities.** — Free.

**Angora goat, Hair of,** 15 % and valorem.

**Attar of Roses.** Rosemary or anthose; attar of roses, 20 per centum ad valorem.

**Books.** Blank, 15 per cent. Printed in English 15 %. In foreign languages, free.

**Brandies.** Brandy and other spirits manufactured or distilled from grain and other materials, and not specially provided for in this section, \$2.60 per proof gallon.

On all compounds or preparations of which distilled spirits are a component part of chief value there shall be levied a duty not less than that imposed upon distilled spirits. Any brandy or other spirituous or distilled liquor imported in a cask of less capacity than ten gallons from any country shall be forfeited to the United States.

**Brass** Articles or wares not specially provided for in this section ;  
**&** if composed wholly or in part of platinum, gold, or silver, and  
**Copper Work.** articles or wares plated with gold or silver, and whether  
partly or wholly manufactured, 50 per centum ad valorem ; if  
composed wholly or in chief value of iron, steel, lead, copper,  
brass, nickel, pewter, zinc, aluminium, or other metal, but not plated with gold or silver,  
and whether partly or wholly manufactured, 20 per centum ad valorem.

Brass, old brass, clippings from brass or Dutch metal, all the foregoing, fit only for  
remanufacture—free.

Coins of gold, silver, copper, or other metal, free.

**Bulbs.** Orchids, palms, azalea indica, and cut flowers, preserved or fresh, 25  
per centum ad valorem ; lily of the valley pips, tulips, narcissus, begonia,  
and gloxinia bulbs, \$1 per thousand ; hyacinth bulbs, astilba, dielytra, and  
lily of the valley clumps, \$2.50 per thousand ; lily bulbs and calla bulbs or corms, \$5  
per thousand ; herbaceous peony, Iris Kämpferri or Germanica, canna, dahlia, and  
amaryllis bulbs, \$10 per thousand ; all other bulbs, roots, root stocks, corms, and  
tubers, which are cultivated for their flowers or foliage, 50 cents per thousand : PROVIDED,  
That all mature mother flowering bulbs imported exclusively for propagating purposes  
shall be admitted free of duty.

**Canary Seed.**  $\frac{1}{4}$  cent per pound.

**Carpets.** Of every description, and similar rugs, 50% ad valorem.

# PARSEGH G. ESSEFIAN

Import and Export Merchant

**CONSTANTINOPLE—LONDON**

Established 1892

Telegraphic Address: "ESSEFIAN CONSTANTINOPLE"

*Wholesale Exporter of*

GUM TRAGACANTH, GOAT SKINS

SHEEP CASINGS, OPIUM, WOOL

—

**BANKERS**

**Imperial Ottoman Bank**

**Established in 1890**

# A. G. ARSEN & Co.

CONSTANTINOPLE, TURKEY.

Cable Address: "ARSEN", CONSTANTINOPLE.

## GENERAL EXPORT MERCHANTS & COMMISSION AGENTS

### SPECIALITIES:-

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

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

### BANKERS:-

London County & Westminster Bank, Ltd., London.

**Cheese.** Cheese and substitutes therefor, 20 per centum ad valorem.

**China.** Plain white or plain brown, not decorated, 50%.  
Decorated, 55%.

**Chrome Ore.** Chromate of iron or chromic ore, free.

**Copper Ore.** Free.

**Cotton.**—Free. Cotton fabrics from 10 to 40%.

**Cotton Laces.** Laces, lace window curtains not specially provided for in this section, coach, carriage, and automobile laces, and all lace articles of whatever yarns, threads, or filaments composed; handkerchiefs, napkins, wearing apparel, and all other articles or fabrics made wholly or in part of lace or of imitation lace of any kind; embroideries, wearing apparel, handkerchiefs, and all articles or fabrics embroidered in any manner by hand or machinery, whether with a plain or fancy initial, monogram, or otherwise, or tamboured, appliquéd, or scalloped by hand or machinery, any of the foregoing by whatever name known; edgings, insertings, galloons, nets, nettings, veilings, neck rufflings, ruchings, tuckings, flouncings, flutings, quillings, ornaments; braids, loom woven and ornamented in the process of weaving, or made by hand or on any braid machine, knitting machine, or lace machine, and not specially provided for; trimmings not specially provided for; woven fabrics or articles from which threads have been omitted, drawn, punched, or cut, and with threads introduced after weaving, forming figures or designs, not including straight hemstitching; and articles made in whole or in part of any of the foregoing fabrics or articles; all of the foregoing of whatever yarns, threads, or filaments composed, 60 per centum ad valorem.

**Dates.** 1 cent per pound.

**Effects.** Household, used abroad not less than 1 year, free. Personal effects of persons arriving in United States except citizens returning who are limited to \$100, purchased abroad. . . Free.

**Emery Ore.** Emery ore and corundum, and crude artificial abrasives, not specially provided for, free.

**Figs.** 2 cents per pound.

**Filberts** Filberts and walnuts of all kinds, not shelled, 2 cents per pound; and **Walnuts.** shelled, 4 cents per pound.

**Furs.** Furs dressed on the skin, not advanced further than dyeing, 30 per centum ad valorem; plates and mats of dog and goat skins, 40 per centum ad valorem; manufactures of furs, further advanced than dressing and dyeing, when prepared for use as material, joined or sewed together, including plates, linings, and crosses, except plates and mats of dog and goat skins, and articles manufactured from fur not specially provided for in this section, 40 per centum ad valorem; articles of wearing apparel of every description partly or wholly manufactured, composed of or of which hides or skins of cattle of the bovine species, or of the dog or goat are the component material of chief value, 45 per centum ad valorem; articles of wearing apparel of every description partly or wholly manufactured, composed of or of which fur is the component material of chief value, not specially provided for in this section, 50 per centum ad valorem; furs not on the skin, prepared for hatters' use, including fur skins carotted, 45 per centum ad valorem. Undressed, free.

**Fruits.** All edible fruits, including berries, when dried, desiccated or evaporated, or prepared in any manner, not specially provided for in this section, 1 cent per pound.

## Oldest established firm of Turkey Carpet Manufacturers in Asia Minor.

# A. Griffitt & Co.

S M Y R N A

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

Suppliers of many of the large American  
rug firms in New York and other parts of  
the United States.

**Gluestock.** Hide cuttings, raw, with or without hair, and all other glue stock, free.

**Grapes.** Grapes in barrels or other packages, 25 cents per cubic foot of the capacity of the barrels or packages.

Gum Arabic, 1/2 cent per lb.

**Gum Arabic and** Gums, which are natural and uncompounded drug and not edible and not specially provided for in this section and are in a crude

**Gum Tragacanth.** state, not advanced in value or condition by shredding, grinding chipping, crushing, or any other process or treatment whatever beyond that essential to the proper packing of the drugs and the prevention of decay or deterioration pending manufacture; free. PROVIDED, That no article containing alcohol shall be admitted free of duty under this paragraph.

**Guts.** Catgut, whip gut, or worm gut, unmanufactured, free.  
" " " " " manufactured, 20 per centum ad valorem.

**Honey.** Honey, 10 cents per gallon.

**Iron Ore.** Free.

**Ivory.** Dice, dominoes, draughts, chessmen, chess balls, and billiard, pool, bagatelle balls, and poker chips, of ivory, bone, or other materials, 50 per centum ad valorem. Ivory tusks in their natural state, or cut vertically across the grain only, with the bark left intact, 20 per centum ad valorem; manufactures of ivory or vegetable ivory, or of which either of these substances is the component material of chief value, not specially provided for in this section, 35 per centum ad valorem.

Free.

**Junk, Old.** Licorice root 1/4 cent per pound. Extracts and pastes and rolls 1 cent per pound.

**Magnesite Ore.** Free.

**Marble.** Marble in blocks, rough or squared only 50 cents per cubic ft. Manufactures, not specially provided for, 45%. Marble mosaic cubes, loose, not exceeding two cubic inches in size, 20 per centum. Marble attached to paper or other material 35 per centum. Marble paving tiles (according to thickness). Sawed or dressed over 2 in. thick, 75 cents per cubic foot. Marble slabs, containing not less than 4 superficial inches, if not more than one inch thick 6 cents per sup. ft. If more than one inch and not more than 1 1/2 inches thick 8 cents per sup. ft. If more than 1 1/2 inches and not more than 2 inches thick, 10 cents per sup. ft. Above, if rubbed in whole or in part 2 cents per sup. ft. in addition.

Marbles works, over 100 years old, Free.

**Marrons.** Free.

**Meerschaum,** Crude, 20% ad valorem.

**Mohair.** See under Angora goat.

**Mother of Pearl and** Pearl, mother of, and shells, not sawed, cut, flaked, polished, or otherwise manufactured, or advanced in value from the natural state, free.

**Pearls.** Buttons of shell and pearl in sizes twenty six lines and larger, 25 per centum ad valorem; below twenty six lines 45 per centum ad valorem. Parts of buttons and button molds or blanks, finished or unfinished, and all collar and cuff buttons and studs composed wholly of bone, mother-of-pearl, ivory, agate, 40 per centum ad valorem.

# STOCK & MOUNTAIN

**Merchants & Commission Agents**

*Dealers in Wool, Mohair, Canaryseed, Linseed, Millet  
and other Turkish Produce.*

**AGENTS FOR:**

Vickers' Limited,  
S. Pearson & Son,  
Westinghouse Brake Company,  
L. M. Ericsson & Co. (Telephones),  
Nestle & Anglo Swiss Condensed Milk Co., etc. etc.  
Marconi's Wireless Telegraph Co. Ltd., etc. etc.

**BANKERS:**

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

## Oriental Skin Company, Limited

CONSTANTINOPLE

Telegraphic Address: "OSCO"

**DIRECTORS:**

W. J. H. Whittall	{	of the firm of J. W. Whittall & Co.
F. E. Whittall		

Max Bachmann,  
W. C. Mountaig.

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

**Pickling Factory at Yélikoulé.**

Pearls and parts thereof, drilled or undrilled, but not set or strung, and suitable for use in the manufacture of jewelry, doublets, artificial, or so-called synthetic or reconstructed pearls and parts thereof, 20 per centum ad valorem.

**Olive Oil.** Olive oil, 20 cents per gallon, olive oil, in bottles, jars, kegs, tins, or other packages having a capacity of less than five standard gallons each, 30 cents per gallon.

**Onions.** 20 cents per bushel of 57 pounds.

**Opium.** Opium, crude or unmanufactured, and not adulterated containing 9 per centum and over of morphia, \$3 per pound; opium of the same composition, dried to contain 45 per centum or less of moisture, powdered, or otherwise advanced beyond the condition of crude or unmanufactured, \$4 per pound; morphia or morphine, sulphate of, and all alkaloids of opium, and salts and esters thereof, \$3 per ounce; cocaine, ecgonine, and all salts and derivatives of the same, \$2 per ounce; aqueous extract of opium, for medicinal uses, and tincture of, as laudanum, and other liquid preparations of opium, not specially provided for in this section, 60 per centum ad valorem; opium containing less than 9 per centum of morphia, \$6 per pound; but preparations of opium deposited in bonded warehouses shall not be removed therefrom without payment of duties, and such duties shall not be refunded; PROVIDED, That nothing herein contained shall be so construed as to repeal or in any manner impair or affect the provisions of an Act entitled "An Act to prohibit the importation and use of opium for other than medicinal purposes," approved February ninth, 1909.

**Pictures.** Photographic, imported by lecturers, etc., for exhibition, free.

**Pickles.** Pickles, including pickled nuts, sauces of all kinds, not specially provided for in this section, and fish paste or sauce, 25 per centum ad valorem.

**Pistachio Nuts.** Nuts of all kinds, shelled or unshelled, not specially provided for in this section, 1 cent per pound. No allowance shall be made for dirt or other impurities in nuts of any kind, shelled or unshelled.

**Plum and other Jellies.** Jellies of all kinds, 20 per centum ad valorem.

**Poppy Seed.** Poppy seed, 15 cents per bushel of forty-seven pounds.

#### PROVISIONS:

**Beans.** Beans, peas, prepared or preserved, or contained in tins, jars, bottles, or similar packages, including the weight of immediate coverings, 1 cent per pound.

### MARCANTONAKIS & MANOUSSAKIS, GENERAL MERCHANTS AND COMMISSION AGENTS.

**Branches: CANEA & CANDIA. — Head Office: CANEA.**

#### EXPORTATION:

Raisins, Sultanas, Olive Oil, Cedrates (citrons) in brine, Almonds, etc., etc.

#### IMPORTATION:

Special Branch of Cotton Goods with warehouses at Canea, Candia and Rethymno.

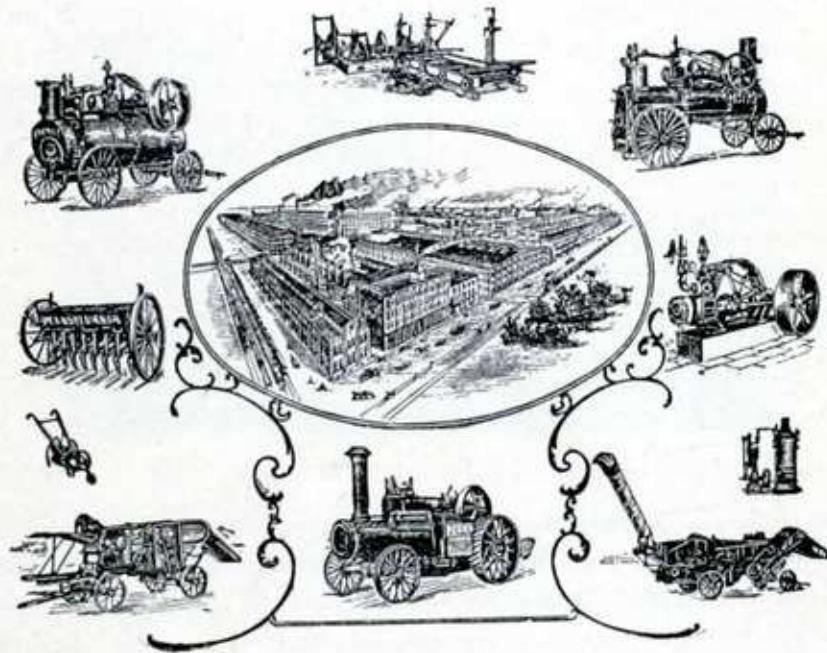
#### First Class Commercial References.

Cable Adress: CONTOR.

Codes: A. B. C. 5th Edition, Private.

**A.B.FARQUHAR & C°**  
NEW-YORK U.S.A.

**Manufacturers of  
AGRICULTURAL IMPLEMENTS  
AND MACHINERY**



We manufacture Steam Engines and Boilers, Gasoline Engines, Steam and Gasoline Traction Engines, Threshers, Saw Mills, Horse Powers, Plows, Harrows, Cultivators, Corn Shellers, Corn Mills, Grain Drills, Corn Planters, Cotton Planters, Potato Diggers, Store Trucks, etc.

Also Hydraulic Presses for Cider, Wine, Veneer, etc.

Write for free illustrated catalogues.

Correspondence in all modern languages.

Cable address, 'FENANKLE', New York.

**A. B. FARQUHAR & Co.,**  
COTTON EXCHANGE BUILDING, NEW YORK, U.S.A.

**Butter.** Butter  $2 \frac{1}{2}$  cents per pound ; Substitutes for butter  $2 \frac{1}{2}$  cents per pound. Cocoa butter,  $3 \frac{1}{2}$  cents per pound.

**Caviar.** Caviar and other preserved roe of fish, 30 per centum ad valorem.

Fish in oil and other substitutes in bottles, jars, kegs, tin boxes or cans 25%.  
**Fish.** Sardines, pickled in oil, 25%. Mackerel, halibut, salmon, fresh, pickled, or salted, Free. Not boned or skinned, Free. Not specially provided in tin packages, 15%.

Spunges, bleached and sponges advanced in value by chemical processes  
**Sponges.** 15 per centum. Manufactures of sponges 15 per centum. Trimmed or untrimmed, but not advanced in value by chemical processes 10 per centum.

Pumice stone, wholly or partially manufactured 1/4 cent per  
**Pumice Stone.** pound. Manufactures of pumice stone, not specially provided for, 25 per centum. Unmanufactured, 5 per centum.

Comfits, sweetmeats, and fruits of all kinds preserved or packed in  
**Sweetmeats.** sugar, or having sugar added thereto or preserved or packed in molasses, spirits, or their own juices, if containing no alcohol, or containing not over 10 per centum of alcohol, 20 per centum ad valorem ; if containing over 10 per centum of alcohol and not specially provided for in this section, 20 per centum ad valorem, and in addition \$2.50 per proof gallon on the alcohol contained therein in excess of 10 per centum.

**Rags.** Rags not otherwise specially provided for, free.

**Raisins.** Raisins and other dried grapes, 2 cents per pound.

**Rosin.** Violin, 10 per centum ad valorem.

**Rubber, Old.** India rubber, crude, and milk of, and scrap of refuse india rubber, fit only for remanufacture, free.

**Shawls.** Woolen, 35 per centum ad valorem.

Silk partially manufactured from cocoons or from waste silk and not further  
**Silk.** advanced or manufactured than carded or combed silk, and silk noils exceeding two inches in length, 20 cents per pound.

Silk cocoons and silk waste, free.

Silk, raw, in skeins reeled from the cocoon, or rereeled, but not wound, doubled, twisted, or advanced in manufacture in any way, free.

**Skins.** Skins of hares, rabbits, dogs, goats, and sheep, undressed, free,  
Skins of all kinds, raw, and hides not specially provided for, free.

All leather not specially provided for in this section and leather board  
**Slippers.** for compressed leather ; leather cut into shoe uppers or vamps or other forms suitable for conversion into boots or shoes ; boots and shoes made wholly or in chief value of leather ; leather shoe laces, finished or unfinished ; harness, saddles, and saddlery, in sets or in parts, finished or unfinished, free.

Soaps : Perfumed toilet soaps, 30 per centum ad valorem ; medicinal soaps, Soap. 20 per centum ad valorem ; castile soap and unperfumed toilet soap, 10 per centum ad valorem ; all other soaps and soap powder, 5 per centum ad valorem.

**Sesame Seed.** Sesame or sesamum seed or bean oil, 1 cent per pound.

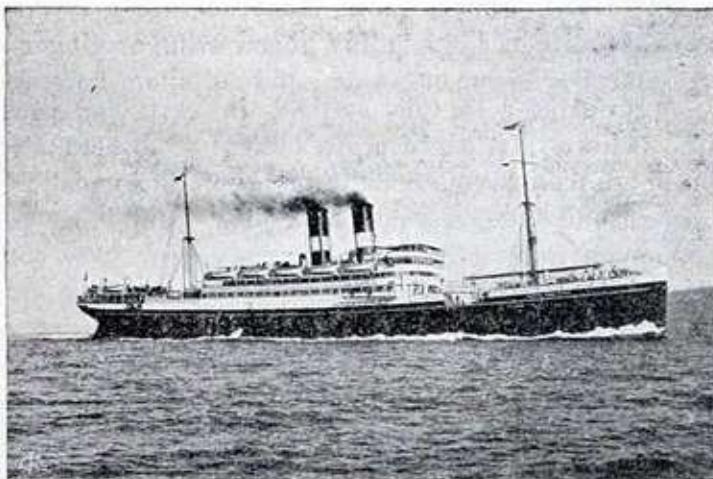
**Tobacco.** Wrapper tobacco, and filler tobacco when mixed or packed with more

# Austro Americana S.S. Co. Ltd. Trieste

s/s MARTHA WASHINGTON  
 " BELVEDERE  
 " COLUMBIA  
 " ALICE  
 " LAURA  
 " ATLANTA  
 " ARGENTINA  
 " FRANCESCA

s/s OCEANIA  
 " S. HOHENBERG  
 " EUGENIA  
 " N° 24 (*Building*)  
 " GEORGIA  
 " IDA  
 " CAROLINA  
 " GERTY

s/s TERESA  
 " GIULIA  
 " CLARA  
 " EMILIA  
 " FEDERICA  
 ETC., ETC., ETC.



Combined regular weekly passenger and cargo service between Constantinople, the Levant ports, North & South America.

**The fastest sea route between Constantinople and New York.**

New grand and magnificent twin screw steamers, amongst which the

**"KAISER FRANZ JOSEPH I."** Tons: 16,500,

the greatest Austrian mercantile steamer, effects the voyage between **PATRAS** and **NEW YORK** in **11 DAYS**.

**THE ACHAIA S/S Co., Ltd., of PATRAS** maintains a regular passenger and cargo service of mail steamers between Constantinople and the Levant connecting with the sailings of the "**AUSTRO AMERICANA S/S Co., Ltd.**" at **PATRAS**, issuing through Bills of Lading to all ports at low rates.

## THEO. N. CURMUSI

GENERAL AGENT FOR CONSTANTINOPLE.

**Tobacco.** than 15 per centum of wrapper tobacco, and all leaf tobacco the product of two or more countries or dependencies when mixed or packed together, if unstemmed, \$1.85 per pound; if stemmed, \$2.50 per pound; filler tobacco not specially provided for in this section, if unstemmed 35 cents per pound; if stemmed, 50 cents per pound.

Cigarettes, \$4.50 per pound and 25 per centum ad valorem, and paper cigars and cigarettes, including wrappers, shall be subject to the same duties as are herein imposed upon cigars.

Tobacco stems, free.

**Valonia.** Free.

**Vegetables.** Vegetables, if cut, sliced or otherwise reduced in size, or if parched or roasted, or if pickled, or packed in salt, brine, oil, or prepared in any way; any of the foregoing not specially provided for in this section, and bean stick or bean cake, miso, and similar products, 25 per centum.

**Watches.** Watch cases and parts 30 per centum an valorem. Jewels 10 per centum ad valorem.

Still wines, including ginger wine or ginger cordial, vermouth, **Wines & Spirits.** and rice wine or sake, and similar beverages not specially provided for in this section, in casks or packages other than bottles or jugs, if containing 14 per centum or less of absolute alcohol, 45 cents per gallon; if containing more than 14 per centum of absolute alcohol, 60 cents per gallon. In bottles or jugs, per case of one dozen bottles or jugs, containing each not more than one quart and more than one pint, of twenty four bottles or jugs containing each not more than one pint, \$1.85 per case; and any excess beyond these quantities found in such bottles or jugs shall be subject to a duty of 6 cents per pint or fractional part thereof, but no separate or additional duty shall be assessed on the bottles or jugs.

Wines, cordials, brandy, and other spirituous liquors, including bitters of all kinds, and bay rum or bay water, imported in bottles or jugs shall be packed in packages containing not less than one dozen bottles or jugs in each package, or duty shall be paid as if such package contained at least one dozen bottles or jugs, and in addition thereto, duty shall be collected on the bottles or jugs at the rates which would be chargeable thereon if imported empty.

Cordials, liqueurs, arrack, absinthe, kirschwasser, and other spirituous beverages or bitters of all kinds, containing spirits and not specially provided for in this section, \$2.60 per proof gallon.

**Wool.** Wool of the sheep, hair of the camel, and other like animals, and all wools and hair on the skin of such animals, and paper twine for binding any of the foregoing free.

## RUSSIAN BANK FOR FOREIGN TRADE.

Established 1871. CAPITAL: R<sup>o</sup> 50.000.000. (fully paid)

Head Office: St. PETERSBURG

BRANCHES IN ALL PRINCIPAL CITIES OF RUSSIA.

Foreign Branches: CONSTANTINOPLE, GENOA, LONDON and PARIS.

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

Stamboul Agency: Place Sultan Hamam.

# Trussed Concrete Steel Company, DETROIT, MICH., U.S.A.

For Walls, Floors, Ceilings, etc.



Hy-Rib Outlasts any Material.

**SOLE AGENTS FOR THE OTTOMAN EMPIRE:**

## AMERICAN LEVANT AGENCY

*Manoukian Han, 1-5, GALATA,*

**CONSTANTINOPLE.**

## Progrès Matériel à Constantinople

(Traduit de Material Progress in Constantinople, par G. Bie Rayndal, Consul Général des Etats-Unis d'Amérique à Constantinople, dans DAILY CONSULAR AND TRADE REPORTS, Washington, Décembre 29, 1913)

**D**EPUIS deux ans le gouvernement Ottoman s'est occupé presqu'exclusivement d'affaires extérieures, de sorte que toutes les améliorations d'ordre interne sont restées en suspens. Cependant un progrès appréciable a été réalisé dans la modernisation de la capitale.

Depuis la promulgation de la Constitution en 1908 et le détrônement d'Abdul-Hamid en 1909, les Jeunes Turcs ont été animés de l'ardent désir de transformer Constantinople en une ville moderne et de la rendre digne de ses incomparables avantages naturels. Les résultats de cette tâche, vu les obstacles énormes à vaincre, sont décidément dignes d'attention.

**Progrès municipaux.** — La Préfecture de Constantinople émit en 1909 un emprunt de Ltq. 1,100,000 (22,200,000 francs) et consacra cette somme exclusivement à l'embellissement de la ville. Le nouveau pont reliant Galata et Stamboul est le travail le plus notable qui ait été achevé. Il est d'une structure solide, bien pavé, éclairé à l'électricité, et repose sur des pontons. Il peut s'ouvrir pour permettre l'entrée du port intérieur de la Corne d'Or aux plus grands vaisseaux, tandis que les bâtiments de peu d'importance passent sous ses arches. Il fut construit par une compagnie allemande et coûta 5,214,000 francs. L'inauguration en eut lieu dans le printemps de 1912.

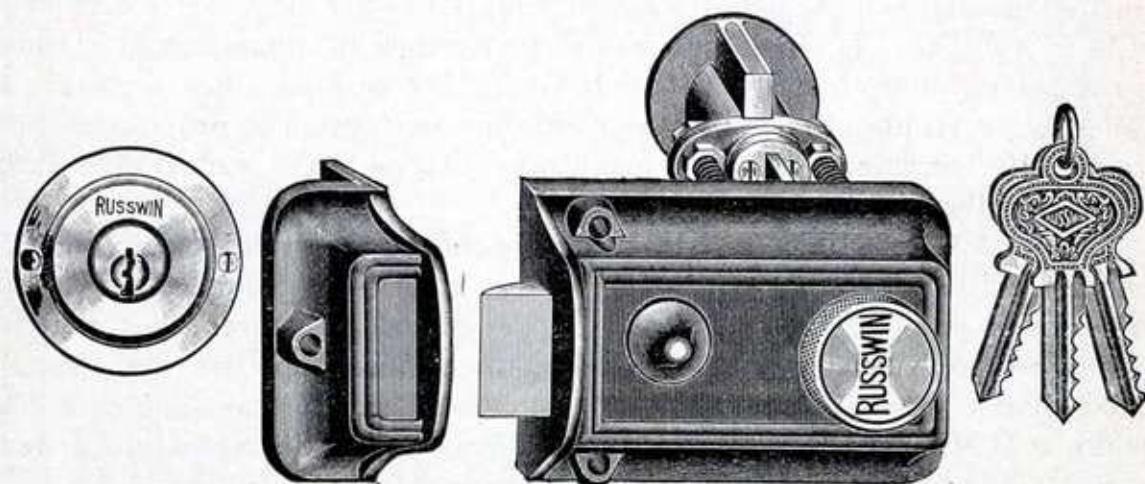
Un des problèmes les plus difficiles à résoudre était celui de l'élargissement des rues. Quoique les incendies aient périodiquement ravagé de vastes superficies, on profita fort peu de ces dévastations pour améliorer la condition quasi-médiévale des principales artères de la ville. En conséquence il devint nécessaire d'adopter des mesures draconiennes. Le plus grand changement fut opéré à Péra, le quartier européen de Constantinople. Des rangées entières d'édifices saillants ont été démolies, de belles constructions en pierre élevées, et la plupart des rues latérales ont été repavées. Le résultat le plus marquant des efforts déployés dans ce sens est le nouveau Boulevard du Taxim, large avenue plantée d'arbres. A Galata, le quartier maritime et commercial de la ville, où la circulation est la plus intense, plusieurs obscures et étroites ruelles ont été élargies et de nombreux édifices pour bureaux modernes érigés. Même à Stamboul, où les conditions étaient pires, de nouvelles rues ont été ouvertes à la circulation.

Un autre progrès vraiment remarquable, dû principalement aux efforts du docteur Djémil Pacha, préfet actuel de Constantinople, a été la création de plusieurs parcs publics dans les différentes parties de la capitale. Le plus grand d'entre eux a été récemment inauguré à la Pointe du Sérail, sur l'emplacement du fameux palais de Top-Capou.

Quant à l'hygiène publique, elle fut l'objet d'une attention particulière, et d'importantes réformes ont déjà eu lieu sous la surveillance de l'Administration du Service Sanitaire, où toutes les grandes puissances sont aussi représentées. Les détritus, jadis jetés dans les rues, sont aujourd'hui recueillis par des

# RUSSWIN

La nouvelle serrure de la Marque "UNIT"



La **serrure** de la marque "**RUSSWIN UNIT**" est complète en elle-même sans pièces détachées ayant le cylindre attaché d'une manière permanente au palastre, et l'ajustement se fait **instantanément** en tournant quatres petits écrous.

Cette serrure plaira à vos clients tout de suite, à cause de la facilité de son application, et ses qualités lui assureront une vente facile.

Ne négligez point d'examiner avec soin la sagesse d'ajouter cette serrure à votre stock. On pourra voir des échantillons et obtenir d'autres renseignements et des prix par **E. H. Mill**, Kutchuk Millet Han, Galata, Constantinople.

**RUSSELL & ERWIN MFG. CO.,**

**94 Lafayette Street, New York City,**

**N. Y., Etats-Unis d'Amérique**

préposés. Dix arrosoirs et des balayeuses mécaniques pour le service urbain ont récemment été achetés en Allemagne et les rues sont ainsi tenues dans un état de propreté tolérable. Les ravins qui servaient d'égouts à ciel ouvert ont été comblés, et il est question de diriger l'écoulement des résidus vers le courant rapide du Bosphore, au lieu de lui permettre d'infecter les eaux torpides de la Corne d'Or. Parmi les multiples mesures sanitaires nouvellement adoptées, on pourrait mentionner le contrôle du lait et de l'huile, pour prévenir toute adultération, ainsi que le règlement exigeant que les marchands ambulants et les magasins de denrées gardent sous couvert les articles comestibles.

**Moyens de communication.** — Les voitures primitives des tramways à traction animale ont été définitivement remplacées par des cars électriques, et le 16 Août, 1913 la société allemande qui exploite la concession fit circuler les premiers trains électriques, dans la Grand'Rue de Péra. Les sections de Galata et de Stamboul seront prêtes prochainement, et on se propose de prolonger ultérieurement les lignes jusqu'aux villages situés sur la rive européenne du Bosphore.

Excepté dans les Ministères, les postes de police, de pompiers, etc., le téléphone n'existe pas encore à Constantinople. Mais une société Franco-Anglo-Américaine pousse activement les travaux et compte inaugurer sous peu un réseau complet sur les deux rives du Bosphore et jusqu'aux îles des Princes.

Les deux compagnies de navigation qui desservent Constantinople, le Bosphore et la Marmara, ont augmenté leurs flottes de plusieurs bateaux à deux hélices, et le service en général s'est beaucoup amélioré.

A tous ces exemples de progrès effectué, nous pouvons ajouter l'installation, grandement appréciée du public, de voitures du dernier style, éclairées à l'électricité sur la ligne métropolitaine qui relie Péra à Galata.

N'oubliions pas non plus l'Hôtel des Postes et Télégraphes, bâtiment pratique et d'aspect attrayant, qui a été construit en 1910 à Stamboul. Le service administratif est mieux fait, et des automobiles ont été récemment achetées pour activer les distributions quotidiennes.

**Progrès industriel et commercial.** — Plusieurs nouvelles fabriques (tuiles, draps, ciment, briques etc.) ont été établies à Constantinople et dans ses environs depuis 1909. Trois docks flottants sont en construction à Sténia, dans le Bosphore. Une puissante usine d'électricité fonctionne à Silihdar, Corne d'Or, et distribuera incessamment l'électricité à la ville. Une mesure innovatrice des plus importantes est sur le point d'être passée qui favorisera grandement le commerce dans tout l'Empire. Elle consistera à laisser emmagasiner des marchandises jusqu'à vente définitive dans les nouveaux entrepôts dont la construction est imminente. Le tarif des douanes ottomanes impose un droit de transit de 1% sur les marchandises importées temporairement.

Nous pouvons encore noter parmi les institutions financières fondées durant ces quelques dernières années: La Banque Nationale de Turquie (Anglo-Ottomane); la Banque Industrielle (française); la Banque Agricole réorganisée; et plusieurs succursales de grandes maisons, telles que le Crédit Foncier Ottoman, qui doit inaugurer le système des banques hypothécaires.

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Leggins,  
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AND  
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## Salonika Branch

### American Chamber of Commerce for the Levant.

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DAVID ERRERA . . . . .	President.
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**S**HE Annual Meeting of the Salonika (Greece) Branch of the American Chamber of Commerce for the Levant was held on January 17, 1914, officers for the year having been elected as above. A feature of the meeting was the report of the retiring President of the Branch, M. Sam. Scialom, an extract of which we have the pleasure of presenting to the readers of LEVANT TRADE REVIEW :

"During the 9 months preceding the declaration of the first Balkan War", said the retiring President, after a few words of introduction, "the work of our Branch was carried on in a normal manner, that is, during the period extending from January to September, 1912." Mr. Scialom, after setting forth the work of the Fifth International Congress of Chamber of Commerce held in Boston in September, 1912, and the subjects discussed at the same of particular interest to the business men of Salonika, referred to the necessity of direct steamship connections. "Among the several problems included in our program", he went on to state, "may be mentioned the establishment of direct steamship facilities between New York and certain ports of the Levant including Salonika, connections deemed absolutely necessary for the development of commercial relations between the two countries, and not without bearing on the propaganda we intended making among the business men of Salonika for the purpose of sending a delegation to the United States to visit the leading industrial centers. It was our purpose to convince them that with the support of our Chamber they would not only receive an excellent reception in the United States, but also that they would be able to obtain such facilities for conducting their business, as would be compatible with American business practices. But, while we were engaged in working out these projects and devising means for the realization of the same, the first war broke out, declared so unexpectedly between the four Balkan States on one side and Turkey on the other, that our calculations were upset and our efforts paralyzed.

"You are, Gentlemen, already too well acquainted with the political events which have since happened, for it to be necessary for me to state here how much our commerce has suffered and is still suffering from the disastrous effects of two wars which succeeded each other at so short an interval and in

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### SALONIKA.

our district, and how much our spirits have been perturbed and tormented until the re-establishment of order and tranquility took place, of which we had been deprived during so many long months in this, our city. We need here only mention the fact that the Greek flag has replaced the Turkish, an event which took place on November 9, 1912.

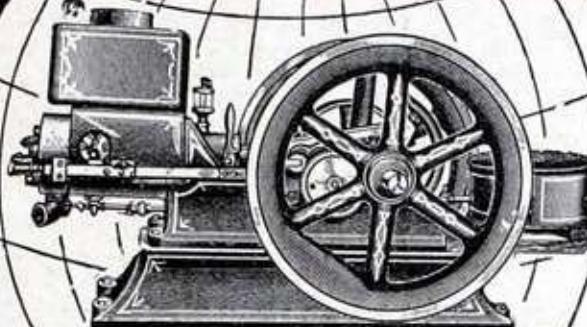
" This lamentable state of affairs has obliged our Chamber, to its profound regret, to suspend its work up to the present time. In fact it was impossible to hold meetings uselessly, as long as no economic statute had been established laying down a definite tariff in the conquered territories.

" It naturally followed that on account of such suspension of our activities, the General Meeting, which should have been held in the early part of 1913, just at a moment when our city bore the appearance of common barracks of the allied forces, had to be adjourned indefinitely. In view of the preceding and of the intense commercial and financial crisis which our district was passing through, it was deemed best to abstain from the collection of dues from our members for the year in question. We do not doubt that you will approve our decision in this matter, which was dictated, as we have stated, by the gravity of the circumstances.

" We have recently received a pamphlet from the Ministry of Commerce of the Kingdom of Greece, treating of a projected law which the Hellenic Government proposes to submit to the approval of the parlement, regarding the regulation of working hours in Old and New Greece.

" This pamphlet was accompanied by a letter in which the our attention was called to the commentaries accompanying the project, commentaries emanating from several other institutions, and in which we were also requested to express our views on the subject.

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Thousands of these engines are in regular daily use on farm; 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.

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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.  
Catalog and full details FREE.

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"After having made a deep study of the question at a Director's Meeting, we have sent in our reply, setting forth the modifications which we deem necessary to be made to this projected law in order to render it more susceptible to meet the commercial requirements of this city. . . .

"At this moment when our term of office draws near to its close, we desire to express to Mr. John E. Kehl, American Consul of this city and our Honorary President, our sincere thanks for the valuable assistance which he has at all times rendered us during our period of office.

"In conclusion, gentlemen, let us add, that we believe to interpret your sentiments correctly in declaring, that we are all united in hoping that the change of political statute which the city of Salonika has undergone, will assure us forever the tranquility so much desired and that it will open up to our commerce a new era of prosperity."



## Grands Évènements de 1913.

**L**es deux lois concernant le tarif et la réserve fédérale, votées par le Congrès à Washington, Etats-Unis d'Amérique, en 1913, furent les deux événements les plus importants, au point de vue du monde commercial, qui eurent lieu dans le courant de cette dernière année. Sir Felix Schuster, directeur du "Union of London and Smiths Bank", émet cette opinion dans son résumé de la situation financière et commerciale, lu à l'assemblée annuelle à Londres. Il continue comme suit :

"Ces deux mesures auront de très considérables conséquences, car toutes deux contribuent à faire des Etats-Unis un concurrent plus formidable encore que jadis, non seulement en ce qui regarde le commerce international, mais en ce qui concerne la position de Londres comme centre des opérations de banque internationales."

Sir Felix ne met pas en doute que ces nouvelles lois stimuleront le commerce, et que les échanges de produits entre la Grande Bretagne et les Etats-Unis augmenteront, au grand profit des deux pays.

Sir Felix ajoute : "Si, comme cela semble probable, on peut remédier d'une manière équitable aux dissensions existant entre le gouvernement des Etats-Unis et les grandes corporations commerciales qui pèsent si lourdement, depuis quelques années, sur toutes sortes d'entreprises, une nouvelle ère de progrès et de développement paraît être réservée aux Etats-Unis et ne manquera pas d'avoir une vaste répercussion dans les marchés anglais et les milieux financiers de l'Europe tout entière."



**Pianos in Cyprus.** — Regarding the piano trade in Cyprus, Mr. P. J. Lousides writes :

"The import trade is practically done on a cheap line of pianos from France, England and Germany at the average value of \$80 to \$150.

Some of the French manufacturers are keeping small dépôts of pianos in Cyprus.

# National Bank of Turkey.

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ESTABLISHED 1909 BY IMPERIAL FIRMAN.

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**CAPITAL - - £1,000,000 Sterling.**

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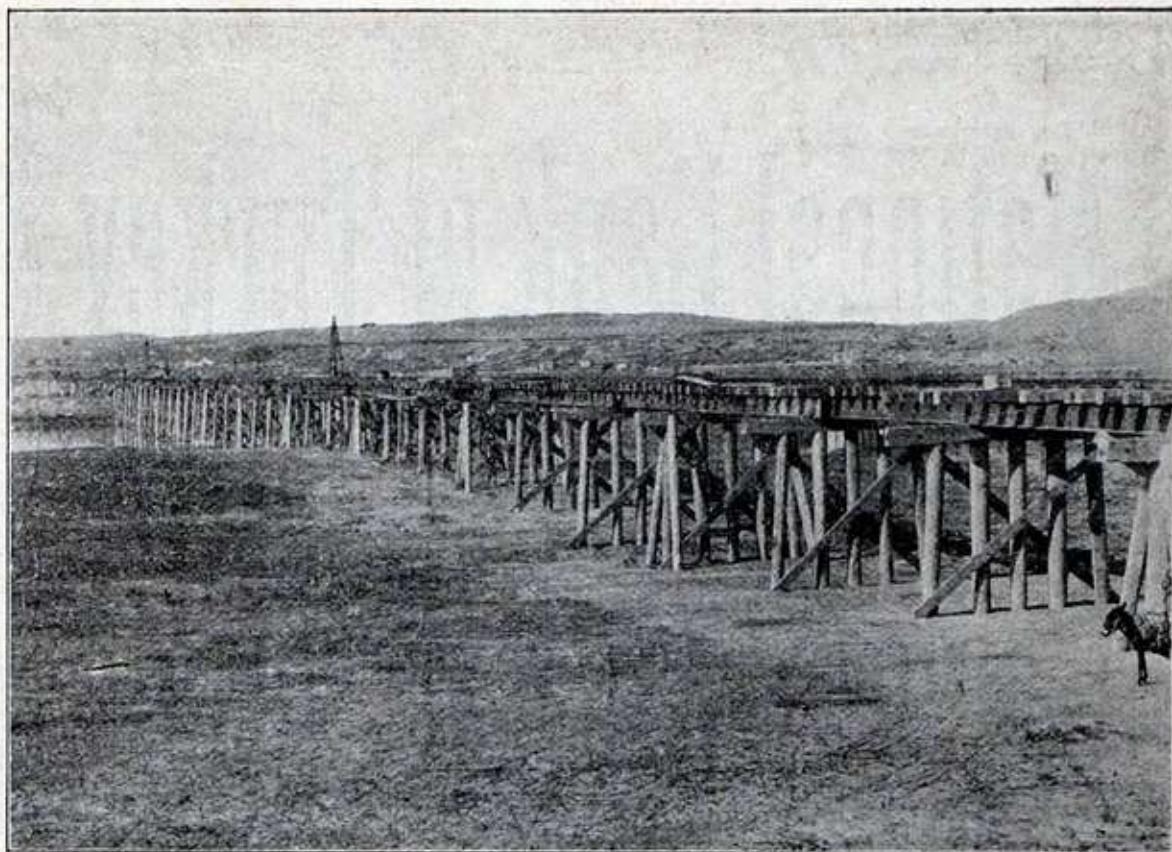
**Head Office · CONSTANTINOPLE (Kenadjian Han, Stamboul),**

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

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

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



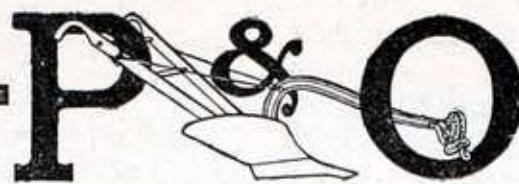
A TEMPORARY BRIDGE ON THE EUPHRATES RIVER.

**Le Rôle  
de l'Ingénieur Américain  
dans le Progrès Mondial.**

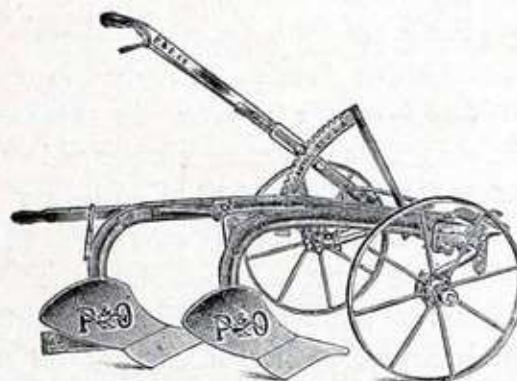
(Traduit de MANUFACTURERS RECORD, Baltimore.)

UNE mesure du gouvernement chinois vient de mettre en relief le rôle du génie civil américain dans la tâche d'aplanir les places raboteuses du monde et de niveler ses routes. Le gouvernement chinois a autorisé l'émission de bons d'une valeur de \$20,000,000 afin de remettre en état de culture la grande vallée de la rivière Huai en Chine et de la protéger à l'avenir contre les inondations désastreuses. La J. G. White Engineering Corporation de New York a été désignée pour entreprendre les travaux de construction. Si l'émission projetée — due aux instances hu-

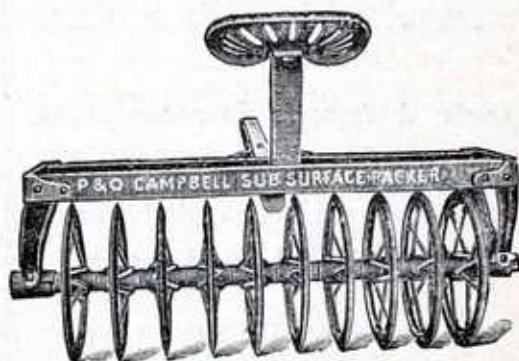
manitaires de la Croix Rouge Américaine — s'effectue rapidement, cinq ingénieurs célèbres et le docteur Chen Chin Tao, agrégé de l'Université de Yale et qui représente le gouvernement chinois, iront étudier en Chine les manifestations du prochain débordement de la rivière. Ces inondations, qui ont généralement lieu en juin, ont coûté annuellement, jusqu'ici, des milliers de vies et des millions de dollars, sans compter d'innombrables souffrances individuelles. Pour y remédier, il sera nécessaire de creuser et d'approfondir le lit de la rivière et le grand canal; de construire des barrages et des réservoirs nombreux pour maintenir la rivière dans son cours normal, de contenir ses eaux superflues et les convertir en fleuves; de faire dévier les cours d'eaux qui sont ses tributaires. Des statistiques officielles attestent qu'en débordant ses rives qui, pour la plu-



## DRY-FARMING IMPLEMENTS.



WHEELED WALKING GANG

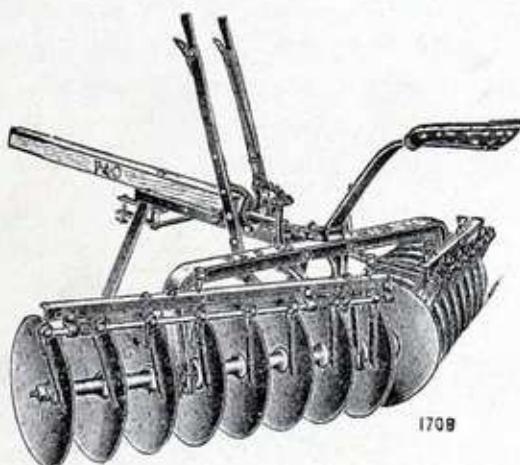


SUB-SURFACE PACKER

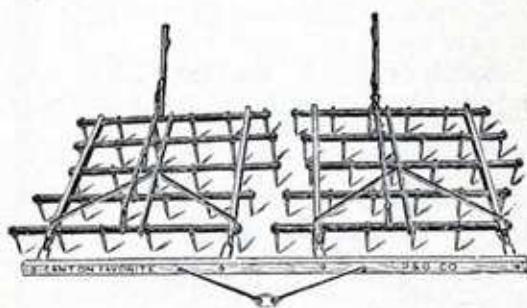
We make complete line of tools required for producing crops in semi-arid regions where the rainfall is insufficient to secure a crop by the ordinary methods of cultivation. First of all the ground must be properly plowed and we have all kinds of plows from which to make a selection.

There are Drag Harrows of 8 or 9 styles from which to choose and Disc Harrows of all sizes for pulverizing the soil and preparing it to hold the moisture for the proper germination of the seed.

The special implement for dry-farming is the Sub-surface Packer, and we make the original tool as designed by Prof. Campbell. The use of the packer is now endorsed by all Agricultural Colleges and the Irrigation Department of the United States Government as being the most perfect and effectual means of preparing a seed bed for all grains.



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Banque Russe,  
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part, sont au-dessus du niveau des contrées avoisinantes, la rivière a changé en une seule nuit la géographie d'une province chinoise tout entière ; que pendant une de ces inondations l'embouchure de la Rivière Jaune, un des tributaires du Huai, fut déplacée de 700 lieues, et que les inondations dans cette région ont réduit le nombre moyen de moissons de 2 en un an à 2 en cinq ans ! On estime que le travail d'endiguer ce cours d'eau immense demandera l'emploi d'environ 100,000 hommes en six ans et amènera le recouvrement de quelque 17,000 lieues carrées de terrain.

La compagnie qui a été choisie pour mener à bien cette entreprise exceptionnelle—une entreprise qui, à vrai dire fera époque si le gouvernement chinois se montre assez habile pour placer l'émission indispensable — est une des organisations associées de la Compagnie J. G. White & Co., Inc., qui possède des sièges à New York, à Londres, à Montréal, et des succursales à Paris, au Mexique, à Santiago, au Chili, à Manille, à Para, au Brésil et à Buenos Ayres.

Pendant plus de vingt ans, la compagnie a exécuté des travaux de génie civil importants dans les Etats-Unis, le Canada, la Grande-Bretagne, l'Amérique Centrale, l'Amérique du Sud, l'Australie — à Cuba, à Porto-Rico, dans les Philippines, la Hollande, la France, l'Italie et aux Indes. Elle a construit des machines hydro-électriques pour l'accumulation ultime d'une puissance de 426,000 chevaux ; elle dessècha 118,000 acres de terre dans la Floride ; elle établit une canalisation de tuyaux à gaz naturel à haute pression, longue de 124 lieues. Elle construisit des lignes de chemins de fer urbains et suburbains, des lo-

comobiles, des matériels d'exploitation, des voitures à traction à vapeur, des docks et d'autres améliorations maritimes, des hôtels et des immeubles pour bureaux, des systèmes d'égouts, des usines de gaz, des ponts, des établissements industriels, des systèmes d'irrigation et de canalisation. Durant une seule année, récemment, la compagnie signa des contrats dont la somme totale atteignit 28,000,000 de dollars, et pendant le même laps de temps, des évaluations et des rapports représentant une somme de plus de \$400,000,000 furent complétés au sujet d'entreprises projetées.

A ces activités multiples, qui ont été justement qualifiées de travaux mondiaux, il semble qu'on ajoutera aujourd'hui la grande tâche humanitaire et technique réclamée par la Chine et dont le développement, sous les auspices d'une grande corporation américaine, doit faire un énergique appel aux facultés imaginatives les plus hautes de notre peuple et poussera peut-être l'opinion publique à se formuler enfin en faveur d'une solution pratique de sérieux problèmes : les inondations du Mississippi et de quelques autres fleuves des Etats-Unis.



## Une Période de Dépression qui disparaît.

(Traduit du COMMERCIAL AMERICA)

 U fur et à mesure que l'année avance, les Etats-Unis semblent comprendre qu'une ère de prospérité est très proche. Pendant les derniers dix-huit mois — ou même pendant les deux dernières années — il y eut de nombreuses lamentations au sujet des conditions commerciales. Mais une analyse atten-

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AREZZO — AVEZZANO — BRACCIANO — BAGNI DI MONTECATINI — CANELLI — CORNETO TARQUINIA — FARÀ SABINA — FLORENCE — FOSSANO — FRASCATI — FROSINONE GENOA — LUCCA — MONDOVI — NAPLES — ORBETELLO — ORVIETO — PALESTRINA PINEROLO — SIENNA — SUBIACO — TIVOLI — TURIN — TORRE ANUNZIATA — VELLETRI VIAREGGIO — VITERBO.

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tive de la situation, à un point de vue conservatif, ne révèle aucune bonne raison qui justifierait ces plaintes et ce pessimisme à propos de l'avenir. La cause probable de ce manque de confiance réside dans l'incertitude de la conduite adoptée par la nouvelle administration politique, particulièrement en ce qui regarde son attitude vis-à-vis des trusts, le tarif, les lois bancaires et le cours.

Deux de ces points ont déjà été heureusement réglés, pour autant qu'ils concernaient la législation actuelle, et n'eurent aucune répercussion fâcheuse sur les affaires. Le récent tarif rendit nécessaires des modifications qui ont affecté quelques localités particulières, mais depuis les trois mois de sa mise en œuvre, on s'est facilement adapté, en général, à la nouvelle loi.

Le nouveau cours et la législation

bancaire furent complétés immédiatement avant la fin de la dernière année. Il est certain que ces mesures rendront obligatoire un remaniement complet des règlements des banques, et, pour le moment, une certaine confusion est inévitable. Mais financiers et commerçants sont tous d'accord sur les bienfaits ultimes des traits saillants de la nouvelle législation.

La prochaine mesure de l'administration se rapportera probablement à la question si étendue et si importante des trusts. On peut être sûr que, si les désirs du Président sont respectés, rien ne sera tenté contre le progrès d'affaires légitimes et sensées. En outre, il est tout à fait probable que lorsque l'attitude du Président sera verbalement expliquée au Congrès, ces recommandations seront de nature à encourager toute entre-

prise commerciale. Il n'y a, dans ce que nous venons de dire, rien de spécialement prophétique, car à plusieurs reprises, pendant ses dix mois de présidence, M. Wilson démontre la nécessité d'une co-opération franche entre le gouvernement et le commerce. Il n'existe point aujourd'hui d'antagonisme —réel ou imaginaire— entre ces deux agents puissants; ce que le gouvernement et les commerçants s'efforcent de réaliser est un système de conservation progressiviste.

Pendant que s'établit cette nouvelle législation qui tend à reconstruire et à régulariser, il est naturel que les affaires souffrent quelque peu. Il faudra peut-être du temps avant le rétablissement des conditions normales. Mais la situation actuelle, au dire d'hommes compétents dans les Etats-Unis, signifie que la dépression ou l'incertitude est à son plus bas stage, si même, en vérité, elle n'a point déjà complètement disparu.

## AVIS.

La Direction Générale des Contributions Indirectes porte à la connaissance des personnes intéressées que pour assurer la marche régulière des formalités douanières ainsi que pour faciliter le commerce dans le port de Constantinople elle sera obligée d'imposer provisoirement et à partir du 27/9 Février, le double droit d'ardieh dans le cas où le séjour d'un colis dans les dépôts douaniers dépasse le délai réglementaire de huit jours.

En attirant ce fait à la connaissance des personnes intéressées, la Direction Générale des Contributions Indirectes espère que les consignataires reconnaîtront que les dépôts douaniers ne sont nullement destinés à être utilisés comme des magasins et qu'ils aideront l'Administration à éviter un encombrement.

Constantinople, le 5 Février, 1914.

Direction Générale  
des  
Contributions Indirectes.

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Dividends during the last ten years:

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## Banques Américaines à l'étranger

**D**ous lisons dans le NEW YORK JOURNAL OF COMMERCE du 22 Janvier 1914, le passage intéressant et significatif qui suit, au sujet de la création projetée de banques américaines à l'étranger :

“ Nous venons d'apprendre d'une source excellente que plusieurs banques à New York étudient les différents champs d'action étrangers en vue d'y fonder des succursales. Ce développement est rendu possible aux banques nationales par le nouveau régime de la “ Réserve Fédérale ” et les banques de l'Etat qui leur font concurrence seront peut-être forcées, si leurs rivales se décident ainsi à entrer en scène, de pratiquer enfin ce qu'elles n'ont point voulu faire dans le passé. Une certaine grande organisation, dont le principal directeur se trouve actuellement en Europe, envisage fort sérieusement l'affaire. D'autres institutions ont été amenées en partie à avouer leur intention de souscrire au régime de la Réserve Fédérale, par le fait d'avoir dû reconnaître qu'autrement elles ne bénéficieraient pas des priviléges réservés aux succursales, et que leurs concurrents auraient ainsi un notable avantage sur elles.

Il est entendu que le pays où se réalisera tout d'abord le projet en question est la Grande Bretagne, et qu'en relativement peu de temps cette dernière nation verra la création de branches dont les maisons-mères sont en Amérique.

De par les termes de la nouvelle loi, les banques de la Réserve Fédérale sont autorisées à fonder des succursales à l'étranger, et on suppose que

chacune de ces banques établira des branches dans tous les principaux pays du monde dès que les organisations auront vraiment commencé à fonctionner. Aussitôt que cette tâche administrative aura été complétée, l'autre point sera arrêté par les comités des directeurs. L'opinion prévalente est qu'au moins les grandes banques de la Réserve Fédérale — et probablement toutes les autres, plus ou moins considérables—fonderont des succursales dans trois ou quatre des principaux pays avec lesquels les Etats-Unis entretiennent des relations commerciales importantes.

La fondation de succursales de banques américaines dans l'Amérique du Sud — principalement à Buenos-Ayres, Valparaiso et Lima — est projetée par plusieurs groupes de banquiers dans les Etats-Unis. Ces financiers désirent réaliser une extension latine-américaine de leurs institutions dans les limites rendues possibles par la nouvelle loi bancaire.

John Barrett, directeur général de l'Union Pan-Américaine qui travaille à aider les extensions en vue, disait l'autre jour à un journaliste de Washington que des progrès vers l'établissement de ces succursales sont actuellement en voie d'être faits, et que plusieurs groupes de banquiers se proposent de faire des démarches immédiates si les résultats de leurs investigations sont favorables. Les Latins-Américains ici et ceux qui sont en rapports étroits avec leurs affaires déclarent que la création de banques Nord-Américaines dans l'Amérique du Sud activerait plus que toute autre agence le développement des relations commerciales entre les deux continents.

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The COMMERCIAL OTTOMAN BANK maintains a Savings Bank Department which accepts deposits from Lts. 0.25 at very advantageous rates of interest.

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The COMMERCIAL OTTOMAN BANK purchases and sells all kinds of goods either for its own account or on commission and accepts the representation of native and foreign firms.

## **Banques Américaines en Russie**

**D**es ouvertures officieuses ont été faites aujourd'hui par un groupe de Russes au ministère des finances, dans le but d'obtenir la concession d'une banque russo-américaine, qui développerait les relations commerciales entre la Russie et les Etats-Unis. Les candidats ont laissé entendre qu'ils agissaient de concert avec de grands établissements financiers américains.

La réponse fut qu'aucune discussion de l'affaire ne pouvait avoir lieu avant que des sécurités représentant la moitié du capital de la banque projetée — \$2,500,000 — n'aient été déposées à St-Pétersbourg ou à l'étranger. Cette précaution tend à éliminer le risque d'entamer des négociations avec des chasseurs de concessions. Elle ne signifie nullement que le ministère des finances est disposé à donner la permission nécessaire.

Pour autant qu'il a été possible d'obtenir des renseignements officiels, il paraît qu'aucun dépôt n'a été fait encore et qu'aucune demande de concession formelle n'a été reçue.

On aurait dit, dans les cercles autorisés, que, si l'effort tenté par le consul général américain et la Chambre de Commerce à Moscou pour développer le commerce russo-américain aura incontestablement de bons résultats, il est douteux que les relations entre les deux pays aient déjà atteint le stade qui justifierait la création d'une banque spéciale par les financiers américains.

St-Pétersbourg, Russie, le 28 Janvier.

## Conditions in Armenia.

### Trade and Improvements in 1913.

During the first period of the year 1913 the commercial business was thoroughly paralyzed owing to the call of soldiers to the front and the running away of others to escape military service, but immediately after the recapture of Andrinople and the return of reserves from the front to their home the trade of the country has taken a new impetus to the great satisfaction of all classes of business men. The imports of the district show an increase over those of 1912, but the exports indicate unfortunately a decrease in comparison with the same year, owing to the reason above stated. The crop of cereals has been an unusually prosperous one.

Although no important steps have been taken in improving the roads or other essential and economical conditions of this district during the year 1913, however, there have been some improvements which cannot be overlooked.

A moving picture machine with an engine and dynamo for electric lighting of French and Austrian manufacture is being installed in this city, and arrangements are being made for films to be passed through here at least once a week.

The machinery for drilling Artesian wells and pipes for the same which

# THE JOHNSTON HARVESTER CO. BATAVIA, N. Y.

MAKERS OF

**Mowers,**

**Reapers,**

**Binders,**

**Rakes,**

**etc.**

GENERAL AGENT FOR TURKEY:

**PAUL J. BALLADUR,**

**SMYRNA.**

were ordered from America have been delivered to the local Government and the work will be started in the spring as soon as favorable weather sets in, as the necessary money for running this enterprise has been allowed by the Government. An expert will be brought from America to take charge of the drilling business.

The local postal authorities are making strenuous efforts to improve the postal facilities. The number of mails per week has been increased and they arrive more quickly and regularly. No such activity was seen before.

A ferry boat of a new style, provided with wire rope, has been built at the crossing of the Euphrates River, thus the time of crossing the river has been reduced from 2 hours to 10 minutes, to say nothing of the increased security.

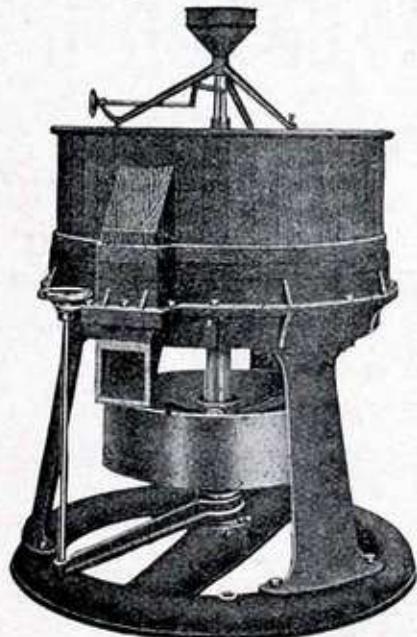
The following articles have recently been introduced **American Goods.** from America in addition to the others that are usually imported.

**LAMPS.** — A large number of American lamp-burners and chimneys of different kinds have recently appeared in the local market and are competing successfully with those of Austrian make that are commonly in use here.

**CHAIR SEATS.** — Several dozens of seats have just been imported from America and they have at once been bought by local carpenters.

As has been stated in my previous reports the sale of American goods could easily be increased in this country, should the necessary steps be taken in order to facilitate the means either in terms and price or in getting the goods more quickly and directly.

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THE MONARCH  
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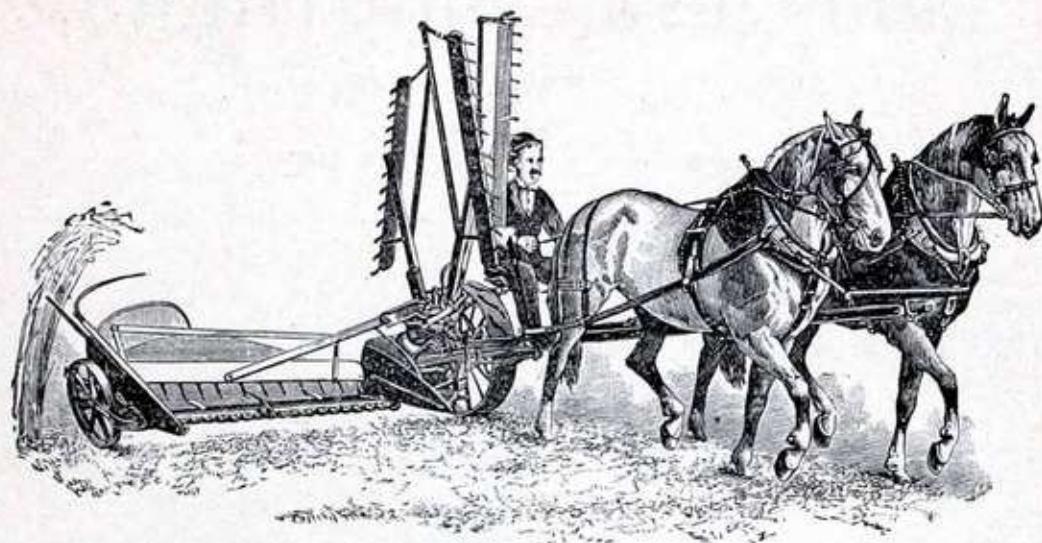
Burr Mills - Vertical, Top or under Runners. French Burr or Aesopus Burrs.  
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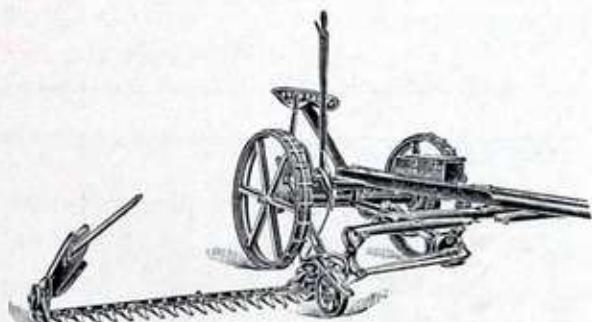
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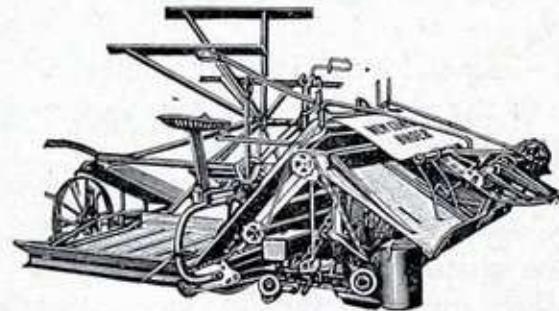
1 — horse (4' 0" cut) Weight 800 lbs.  
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 Ox-pole device can be supplied.



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

"Admiral" Mower two - horse 4' 6" cut.

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



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

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CONSTANTINOPLE.

## MUSICAL INSTRUMENTS.

**Pianos** While the people of this city have taken an important place and **Organs.** in the Empire with their natural taste and aptitude in fine arts, especially in literature and music, yet the sale of musical instruments is not particularly encouraging, owing to the expensive cost of pianos and almost prohibitive freight from ports to the interior cities over long and irregular roads and also owing to the meager financial conditions of the people to buy such instruments for pleasure. The interior land freight exceeds ten times the net value of the imported articles as pianos, organs, machinery, etc. There are no dealers here in pianos and organs. The well-to-do people send their order directly to the manufacturers abroad. The pianos existing in this city can be counted on the fingers of one hand, but there are several organs of American and German manufacture. The sale of organs costing from 5 to 15 pounds, as well as of accordions, may be increased considerably when the country is opened up by a railroad or the present means of transportation are bettered at least so far as to afford reasonable freight rates.

**Violins.** There is an increasing demand for violins and their supplies of different variety, the price of violins varying from 30 to 200 piasters each according to quality. The violins in this market are of Austrian make.

During the year 1913 the French Fathers and the German Mission of this city have imported a full set of band instruments for their respective schools.

**Opium.** The crop of opium of 1913, raised in the Sandjak of Malatia of this district, is estimated at 17,000 okes (47,940 pounds) amounting to Ltq. 43,350 (\$190,740) in value, at an average rate of Ltq. 2.55 per oke (\$3.97 per pound), the price varying between Ltq. 2.40 and Ltq. 2.70 per oke (\$3.74—\$4.21 per pound). All this opium has been shipped for Europe via Constantinople during the last year. The yield of the seed obtained from this amount of opium is nearly of 476,000 okes (1,342,320 pounds) about the half of which, Ltq. 2,700 in value, has been exported to foreign countries, the other half partly reduced to oil has been used by the neighboring districts and for local needs. The seed oil is used in manufacturing soap. One oke of seed is sold at Ltq. 1.25 (\$1.77 a pound) and one of seed-oil at Ltq. 4 (\$5.23 a pound) on the place. Thus the total production of opium and seed and seed-oil reaches to Ltq. 49,530 (\$217,932 in value).

It is stated that, on an average, from 25 to 30 okes of poppy seed are produced from an area producing one oke of opium, and from three okes of seed about one oke of oil can be obtained.

The present condition of the poppy fields is satisfactory.

Respectfully submitted,

GEORGE GHEVOND.

Mamouret-ul-Aziz (Harput), Turkey

February 19, 1914.

**Cable Address: SCONTBANK.**

# COENCA FRÈRES

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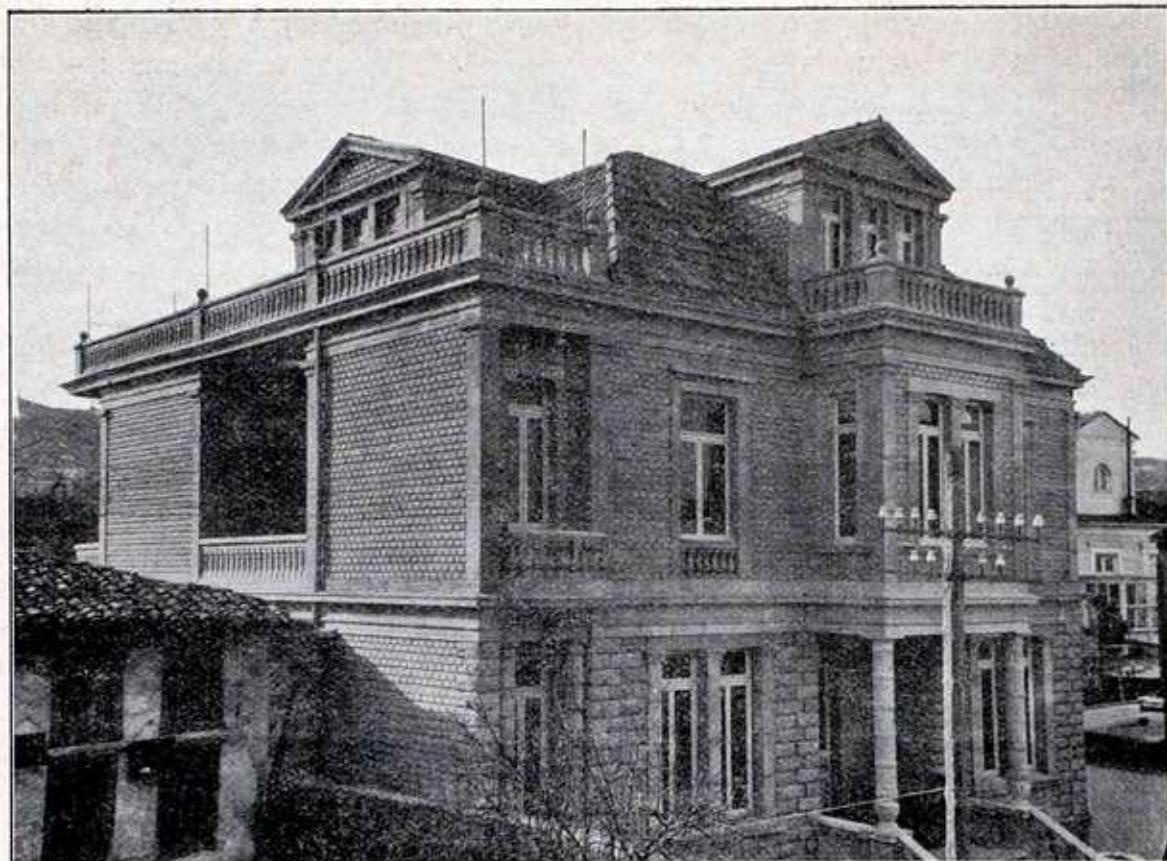
### **Exporters of:—**

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

### **REFERENCES:—**

Wiener Bank Verein, Constantinople.

Banque de Salonique, Constantinople.



**CONCRETE BUILDINGS IN TREBIZOND.—THE HOUSE OF  
Mr. GEORGE PHOSTIROPOULO—A TRIUMPH OF AMERICAN  
CONCRETE MACHINERY IN TURKEY.**

### Trebizond, Turkey.

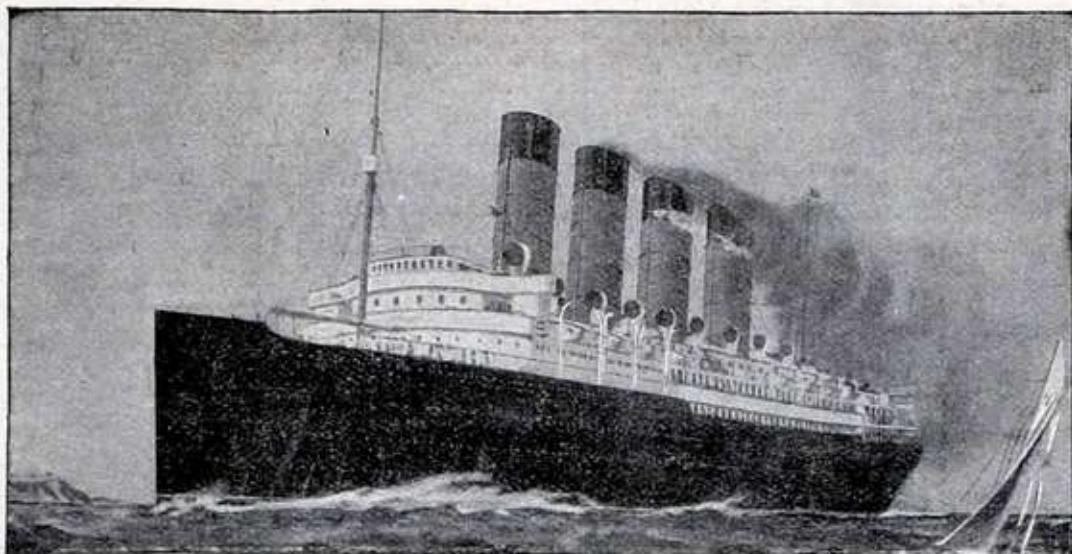
**Pianos:** For many years past, and even now, Germany is the chief furnisher of pianos to this market, but the business done in this article has remained very limited; there are only 12 to 18 pianos imported yearly.

Two years ago an American firm introduced American pianos and piano-pianolas on the system of payment by instalments. The piano-pianolas are very much appreciated, more so, because they can be played even by people that have very little or no knowledge of music, and payment by instalments is exactly what suits the people. It was believed that a considerable number of them

could be sold annually, but for some reason their prices are considered unreasonably high, which idea has prevented several people from buying them. If buyers could be persuaded that the prices are reasonable, many people and particularly among the Turks, who like music but had no chance to learn it, would introduce them into their homes.

Mr. H. Gabrach is the principal house dealing in pianos and other musical instruments in this city.

The filbert season is almost at its end. The filbert crop of the district as a whole is proving to be equal to that of 1912-13, (600,658 cantars of 124 lbs. each) with the difference that Trebizond expects to realize only about 105,000 cantars of unshelled



S. S. Mauretania

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*Tchinili Rihtim Han, Galata, Constantinople.*

Sole Proprietor: WALTER C. SEAGER.

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*Sirkedji, Angora Han, Constantinople.*

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filberts against 141,540 of last season, while on the contrary Kerassund has over 280,000 cantars against 256,000 of last season. Last season's average price for unshelled filberts has been \$5.75 per each hundred pounds, while the average price for filberts of this season exported up to now (500,000 cantars) has been \$6.41, and it is believed that the price is going to be maintained to the end of the season.

Trebizond **Commercial Club.** has seen with great pleasure the opening of the Greek Commercial Club, an institution which under the presidency of Mr. C. A. Theophulactos, a leader in all that is good, and with the best men of this city to assist him, promises to be a center of intellectual, commercial, and social development.

The condition of this market, taking all adverse circumstances into consideration, can be called excellent. If it has not gained over the preceding year, it is very evident that it has not lost either, business is continuing its regular course and the market is as steady and solid as ever.

Respectfully submitted,  
I. MONTESANTO.

Trebizond, Turkey,

March 14, 1914.



## A Glance at Antab.

This small city having become the center of production of several important articles of interest to the United States, is certainly worthy of considerable attention which might con-



### CARDING OF WOOL IN URFA.

tribute to the development of its relations with America.

The principal articles which are the object of this business with the United States are : wool, almonds, pistachio nuts, and embroideries. Regarding wool and almonds, I will abandon the field to the Aleppo and Damascus correspondents of the Chamber to express their appreciations of the matter in all its detail, and shall limit myself to the pistachios of which Aintab is the central point of production.

Since the introduction of this article in America commercial transactions in the same have assumed large dimensions, and a very wide field has been opened to exporters, to such an extent that the monthly consumption, which was formerly, in general, very insignificant, has now reached the figures of 200 to 300 quintals.

The amount of business done during the last month has been satisfactory, shipments have been above the average, without, however, causing the slightest variation in price which has remained steady at 40 piasters the rotoli for the good quality. It should, however, be here remarked that this article has always been subject to sudden fluctuations in price, and that during the harvest of 1913 prices very

often fluctuated between Ps. 45 and 39 the rotoli.

At present the market is rather quiet, and unless something unexpected happens, it is thought that it will remain so until June, the time when the new crop blossoms and when it may be predicted with considerable certainty how the same will turn out. Should prospects be favorable, prices will surely go down, and should this not be the case, they will rise to 44/46 piasters and above. The reason for this is the existence of a stock on hand of about 1500 quintals at present available, which would about amount to the annual demand from the United States and Turkey, and a mediocre production of 700/800 quintals would about cover the annual demand from Europe, Egypt and the Balkan States.

Up to the present the prospects for the new crop are good, climatic conditions are favorable and the budding is progressing satisfactorily, so that unless some very unexpected change takes place, everything tends to confirm the general opinion that the crop of 1914 will be a large one.

Respectfully submitted,

G. H. MÉGARBANÉ.

Aintab, Syria, February 28, 1914

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*CHARLES T. RIGGS, Editor.*

*W. W. PEET, Esq., Treasurer.*

Address: **BIBLE HOUSE,**  
**Constantinople.**

## Notes from Servia.

**C**ONSUL Maddin Summers who has held this position for over two years has been transferred to Santos, and his place has been taken up by Mr. Levi W. Haskell, formerly at Hull. Business at the American Consulate in Belgrade is increasing so rapidly that it has been necessary to appoint a Consular Clerk, in addition to an hon. Deputy Consul.

Business with America is increasing continuously, local dealers are already taking pains themselves to look for sources in the States in order to find suitable marketing places, being well satisfied with all American products.

Opportunities for manufacturers are better now than on any previous occasion, but the lack of interest in local business affairs on their part prevents Servia from becoming a regular buyer of American products, although it would certainly pay to take a little more interest in the commercial affairs of the Near East.

The imports of American mining machinery, stationery, typewriters, shoes, edible and mineral oils, were almost twice as large in 1913 in spite of the war than during any previous year, and in 1914 it will surely increase still more, especially in the line of harvesting machinery, in which little business has been done during the past two years.

Owing to the return of a large number of Macedonians from America who lived there for a number of years and who are more in sympathy with life in the United States than in their own Fatherland, and insist upon buying American products, the chances of introducing American made articles will be so much greater, and especially clothing and shoe manufacturers should appoint agents in this territory to look after the business which will increase each year.

The Government itself would favor placing orders with America if the larger manufacturers were represented here and would take more interest in the business. In railway material alone, there will be about 400,000,000 Frs. worth to be

bought during the next five years. This contract was placed with a French group, but they in turn would buy a great deal of machinery for railway building, if they should receive offers, from America, but interest is lacking completely at present. The writer of this article has himself written to a number of manufacturers who have shown interest in the beginning, but afterwards let matters run on, thus giving German, Belgian and Austrian manufacturers an opportunity to secure a large amount of trade, which would easily have been placed with America. In fact in many instances American products have been sold here, but through European intermediaries.

The more interest shown by American manufacturers in the commerce of this country, the more benefit will be reaped, because American goods will become known and owing to their practical value and low price will be bought by all classes of people, and dealers here already showing willingness to accept payment conditions as demanded by American manufacturers it is therefore necessary that the manufacturers in their turn should send catalogues, price lists of their articles, either to the Consulate or to the Representative of this Chamber, Post Office Box 217, where they will be kept on record and all information will be willingly given to interested parties.

The Standard Oil Company of New-York is showing great activity in this country and will now open a branch in Belgrade with a large warehouse, where an assortment of their products will be continuously kept in stock to satisfy all demands. In this way the Company which has heretofore been working here through an agent, will do a much larger business, and will have the opportunity of obtaining the next order of the government for petroleum which amounts to about 3,000,000 kilos each year, and which has heretofore been awarded to a Roumanian company for five years.

Respectfully submitted,  
S. WEISS

Belgrade, February, 14, 1914.

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## Le Commerce entre la Bulgarie et les Etats-Unis.

**M.** IVAN P. MANALOFF, Consul de Bulgarie à Constantinople, a bien voulu nous communiquer l'aperçu suivant sur les relations commerciales entre les Etats-Unis d'Amérique et le Royaume de Bulgarie :

Les relations commerciales entre la Bulgarie et les Etats-Unis, qui dans le passé étaient presque nulles et accidentnelles, commencent depuis peu à augmenter et à devenir stables avec une persistance régulière. Cela se voit par le tableau suivant des statistiques bulgares qui nous indiquent les importations et les exportations entre les deux pays pendant les années 1902-1911 :

Année	Importations	Exportations
	en Bulgarie en francs	de Bulgarie en francs
1902	104,000	699,000
1903	379,000	917,000
1904	571,000	515,000
1905	1,418,000	1,441,000
1906	465,000	1,372,000
1907	908,000	1,264,000
1908	574,000	826,000
1909	591,000	1,430,000
1910	854,000	1,117,000
1911	1,695,000	1,106,000

L'analyse des chiffres de ce tableau nous démontre :

- 1) que les importations des Etats-Unis en Bulgarie ont plus que quintuplé pendant la dite période ;
- 2) que les exportations de la Bulgarie aux Etats-Unis pendant la même période ont seulement doublé ;
- 3) que les importations des Etats-Unis en Bulgarie qui étaient au commencement de la décade deux fois moindres que les exportations de la Bulgarie aux Etats-Unis, à la fin de la décade deviennent égales à celles-ci et même les dépassent ;
- 4) que le commerce total des deux pays au cours de la même période a triplé.

Ne disposant pas des statistiques commerciales des Etats-Unis pour faire quelques comparaisons ou pour rectifier les chiffres ci-dessus (ne sachant même pas si la Bulgarie y figure ou non) il me semble que ces chiffres sont suffisants pour caractériser la tendance générale. En outre je suppose que l'importation des Etats-Unis en Bulgarie est plus grande que les statistiques bulgares ne l'indiquent, parce qu'il y a beaucoup de produits américains qui sont importés en Bulgarie par l'entremise d'autres pays où ils perdent leur véritable origine et d'où ils arrivent enfin en Bulgarie comme des articles provenant de contrées intermédiaires.

**L'importation  
des Etats-Unis  
en Bulgarie.**

Elle consiste presque exclusivement en machines agricoles, machines à coudre et à tricoter, machines à écrire, locomotives, locomobiles, instruments divers, appareils et leurs parties et pétrole.

Les plus importants articles sont les *machines agricoles*, l'importation desquelles augmente avec la plus grande régularité : 3400 fr. en 1891 ; 95,000 en 1894 ; 31,000 en 1899 ; 157,000 en 1904 ; 142,000 en 1905 ; 223,000 en 1906 ; 680,000 en 1907 ; 314,000 en 1908 ; 411,000 en 1909 ; 571,000 en 1910 et 975,000 fr. en 1911.

Ensuite viennent les *machines à coudre et à tricoter* : 40,000 fr. en 1891 ; 298,000 en 1904 ; 285,000 en 1905 ; 90,000 en 1910 et 145,000 en 1911. L'importation des *locomotives et locomobiles* a été de 108,000 fr. en 1909 ; de 119,000 en 1910 et de plus de 250,000 fr. en 1911, et enfin celle du pétrole dont l'importation est variable : 850,000 fr. en 1905 ; 151,000 fr. en 1906. Les statistiques de quelques années n'existent pas.

Examinant les statistiques de la dernière année — 1911 — nous apercevons non seulement la stabilité de l'importation des articles ci-dessus, mais nous voyons aussi que l'industrie américaine a commencé à introduire dans le marché bulgare de nouveaux articles qui manquaient jusqu'ici. Ces articles sont : huiles végétales : 12,300 fr. ; verrerie : 1496 fr. ; tuyaux et tubes en fer : 6280 fr. ; lits en fer : 355 fr. ; articles de coutellerie : 531 fr. ; outils de fer ou d'acier : 2585 fr. ; articles de fer blanc et de feuilles de fer : 3806 fr. ; articles en cuivre : 6934 fr. ; ouvrages en fonte : 5286 fr. ; meubles en bois : 830 fr. ; articles de cuir et de peaux fines : 5414 fr. ; chaussures en caoutchouc : 83,916 fr. ; instruments de musique : 1285 fr., etc.

Il est vrai que les chiffres de ces importations sont peu considérables, mais comme il s'agit d'articles tout à fait nouveaux, ils sont suffisants pour caractériser la tendance et pour indiquer l'existence d'un terrain très favorable au développement de l'industrie américaine en Bulgarie dans un avenir prochain.

**Les exportations  
de la Bulgarie  
aux Etats-Unis**

consistent exclusivement en essence de roses, peaux brutes de chevreaux et de chèvres, tabac en feuilles non fabriqué, tapis orientaux et minerais de cuivre.

Le plus important article de ces exportations est l'*essence de roses* : 531,000 fr. en 1899 ; 791,000 fr. en 1911. Les conditions de cette exportation étaient bonnes jusqu'ici. Mais le Gouvernement des Etats-Unis vient de la frapper de droits de douane plus élevés — ce qui, d'après moi, est une faute, car l'essence de roses n'est pas un article de luxe et de consommation directe, mais une matière brute de l'industrie de parfumerie.

L'exportation des *peaux de chevreaux et de chèvres* tend à diminuer : 387,000 fr. en 1906 ; 227,000 fr. en 1907 ; 26,000 fr. en 1908 ; 62,000 fr. en 1909 ; 133,000 fr. en 1910 et 222,000 fr. en 1911. Les *feuilles de tabac* ont eu une exportation de 65,000 fr. en 1910 et pendant l'année 1911 n'en ont point eu. Mais vu la production que feront les nouveaux territoires bulgares d'une qualité du tabac superbe, et l'extension des compagnies américaines qui agissent dans ces endroits, on peut prévoir qu'à l'avenir cette exportation sera très considérable. Les *minerais de cuivre* eurent en 1909 une exportation de 576,000 fr. ; en 1910 de 170,000 fr. et pendant 1911 il n'existe point d'expor-

tation pareille. Quant aux *tapis orientaux* leur exportation a commencé récemment et atteignit 11,000 fr. en 1909, 22,000 fr. en 1910 et 139,000 fr. en 1911.

Bref, malgré l'absence d'un arrangement spécial au point de vue des droits de douane et d'autres facilités réciproques entre la Bulgarie et les Etats-Unis, le commerce de ces deux pays se développe très normalement et promet un continual progrès.

## The Levant Trade Review

**L**IT is one of the most interesting of statistical deductions to note that, at times, certain markets much more distant from the United States than others, manage to do an excellent business despite the proximity of sources of supply other than American. In no part of the world is this more evident than in South Africa to-day, where there are no direct lines of steamers to the United States and where all the European markets are apparently of easier access than those of America.

The following interesting figures, compiled by Mr. W. A. Haygood, Vice Consul General in Charge at Cape Town, South Africa, show the United States ranking second in the list of foreign suppliers (excluding, of course, the mother country, Great Britain) during the year 1912, this being the latest statistic available locally.

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### Total Imports into British South Africa of Merchandise.

Notwithstanding the effects of the severe drought of 1912, and the unsettled labor conditions during the greater part of 1913, the imports of merchandise into British South Africa during the twelve months ending December 31st, 1913, show a substantial increase over those of the previous year (1912).

#### TOTAL IMPORTS INTO BRITISH SOUTH AFRICA.

MERCHANDISE.	1912.	1913.
From United Kingdom . . . . .	\$106,429,430.	\$107,751,556.
" Other British Possessions . . .	\$ 17,427,886.	\$ 22,892,065.
" Germany. . . . .	\$ 16,180,874.	\$ 17,150,850.
" United States of America . . .	\$ 16,131,357.	\$ 18,377,398.
" Other Foreign Countries . . .	\$ 26,868,356.	\$ 30,210,331.
Articles for South African Government	\$ 13,908,194.	\$ 16,278,953.
Specie . . . . .	\$ 5,055,924.	\$ 4,484,961.
Gold in Transit. . . . .	\$ 75,465.	\$ 107,136.
	<u>\$202,077,486.</u>	<u>\$217,253,252.</u>

#### Proportion of Merchandise Supplied by Different Countries.

The United States not only maintained its position of second place in the value of merchandise imported into the Union of South Africa, but broke the tie with Germany for that position for the whole of British South Africa, as appears from the following table :

	1912.	1913.
United Kingdom . . . . .	58.1%	54.9%
Other British Possessions . . .	9.6%	11.6%
Germany. . . . .	8.8%	8.7%
United States of America. . . .	8.8%	9.4%
Other Foreign Countries. . . .	14.7%	15.4%

Some of our pessimists who claim that improvement in trade conditions between the United States and the comparatively nearby Levant, cannot increase because of the greater proximity of competing foreign markets, may find the above statistic interesting.

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## **Reclaiming the Soudan.**

**W**HILE the United States and the world in general have been honoring Col. Goethals for probably the greatest engineering feat of all time, it is interesting to note that another great American engineer has also attracted attention to his work and capabilities. The selection of Hugh L. Cooper of Rochester, Minn., the man who harnessed the Niagara and dammed the Mississippi, as consulting engineer of the Egyptian Government in the great work of reclaiming the Anglo-Egyptian part of the Soudan, brings into notice an engineer who has been called the master of rivers.

The great work to which Mr. Cooper has been called is one that appeals to the imagination, as it has for its object adding a great territory

to the available agricultural resources of the oldest country on the globe. The work is a natural and necessary corollary to that of the great Assouan dam. The latter assures Egypt of perpetual fertility by a regulated water supply, while what is now proposed is to reclaim a large part of the upper regions of the Nile. This will be done by building a barrage on the Blue Nile at Sennaar, south of Khartoum, at an estimated cost of \$15,000,000, and also a dam across the White Nile, at a cost of about \$4,000,000. By means of these two dams the floods of the upper Nile will be conserved and devoted to irrigation of this part of the Soudan. Of the 6,000,000 acres of the Egyptian Soudan, it is estimated threequarters can thus be irrigated and brought under cultivation, thereby marking a new era in the prosperity of Egypt.

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Production la plus considérable qui ait été réalisée par une seule compagnie dans le monde entier en 1912 et en 1913.		
<b>Assurances en vigueur . . . . .</b>	<b>11.244.983.281</b>	<b>11.780.336.666</b>
<b>Montant de l'actif . . . . .</b>	<b>3.729.622.662</b>	<b>3.879.089.538</b>
<b>Total des recettes de l'exercice . . . .</b>	<b>616.639.419</b>	<b>643.858.393</b>
<b>Total payé aux détenteurs de polices . . .</b>	<b>300.183.653</b>	<b>343.620.086</b>
<b>Dividendes attribués à la clôture de l'exercice . . . . .</b>	<b>79.627.631</b>	<b>91.259.731</b>
<b>Nombre de polices en vigueur . . . . .</b>	<b>1.051.980</b>	<b>1.001.655</b>

### OPERATIONS EN TURQUIE:

Assurances en vigueur: 7671 polices montant à . . . .	Fr. 52.896.145
Payé en 1913 { Pour polices échues par suite de décès . . .	» 559.591
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Dividendes de 1910 à 1914 sur polices à participation annuelle émises en Turquie en 1908 : âge de l'assuré, 30 ans.	1910	1911	1912	1913	1914
Vie entière, prime viagère.	16,57%	17,10%	17,72%	28,33% <sup>(1)</sup>	19,03%
Vie entière, vingt primes .	15,07%	15,79%	16,69%	27,58% <sup>(1)</sup>	18,47%
Mixte de vingt ans . . .	12,57%	13,40%	14,53%	25,61% <sup>(1)</sup>	16,72%

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

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## Plans for Extending Egypt's Cotton Area.

Will Cost at Least \$25,000,000 and May Produce 1,000,000 Bales of Cotton.

A visit which Lord Kitchener, accompanied by a number of irrigation experts, is paying to the Soudan is expected to result in a decision in favor of the construction of two great plants.

It is proposed to build a dam on the Blue Nile near Sennaar, with the object of raising the water levels after the flood has passed, and thus feeding a canal 100 miles long, running parallel with the western bank, and conveying water to 50,000 acres, increasing later to 1,000,000 acres by a series of subsidiary canals.

If this work is carried out on the scale proposed, which includes construction of a reservoir and the extension of the canals, it will cost at least \$25,000,000, but it would result in transforming the Gezireh into a vast garden. A preliminary appropriation of \$5,000,000 has been set down in the schedule of the Soudan loan bill.

The district it is proposed to irrigate is the land inclosed to the south of Khartoum by the converging courses of the White and Blue Niles, and has an area of 5,000,000 acres, of which at least three quarters could be brought under cultivation. On the Gezireh depends the whole future of the Soudan, for it will be by far the most important cotton-producing center of the country. It is ideally situated for irrigation works, for, while being perfectly even, it has a slight slope toward the White Nile, so that drainage difficulties are not anticipated; it is estimated that 1,000,000 bales



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Walnuts and other articles

of good Egyptian cotton could be produced in this district.

The other project, the White Nile dam, for which a site about forty miles south of Khartoum will be chosen, will cost about \$3,700,000. The expense of this will be borne by Egypt.

Provision was also made in the schedule of the Soudan loan bill for \$8,000,000 to be expended on railway extensions. It is understood that simultaneously with the irrigation works a start will be made on a railway line eastward through Sennaar and connecting the district with the Red Sea. — COMMERCE AND FINANCE.



**Pianos in Angora.** — Mr. Wilhelm Franz Kaul writes to the Chamber that there would be a good market for pianos and musical instruments in Angora, if the freight rates were not so high. The greatest difficulty seems to lie in the expenses

incidental to transporting the pianos from the custom house in Stamboul to Haidar Pasha, which are so high as to leave a very small margin of profit for the importer.

"A very good business might be done", he states, "if the manufacturer would sell on the same conditions as The Singer Mfg. Co., that is, allow payments on monthly installments. Under these conditions a large amount of business might be done, even if the prices were not so low. The sewing machine companies, etc., do business in this way, and know very well, how much it pays them. There is a very large demand for pianos here, but persons desiring to purchase them, are unable to do so, seeing that none are offered for sale. Should this be the case, however, a large business might be developed."

~~~~~

## Exposition de Souliers et de Cuir à Boston.

ON nous annonce de Boston, Etats-Unis d'Amérique, qu'une exposition internationale de souliers et de cuirs aura lieu dans cette ville, de 8 au 15 Juillet 1914, sous les auspices de la « New-England Shoe and Leather Association »— la plus ancienne organisation de ce genre dans les Etats-Unis — et de plusieurs autres syndicats représentant toutes les différentes branches de la même industrie.

Nous rappelons à nos lecteurs que Boston est le centre de l'industrie des peaux et des cuirs, et qu'à une courte distance de la ville se trouvent des centaines de fabriques de souliers, des cordonneries, des tanneries, des usines, toutes fort modernes, qui se feront un plaisir d'accueillir cordialement les visiteurs. Ceux-ci auront à leur disposition les facilités nécessaires pour étudier sur place les conditions et les perfectionnements du métier en question, et les diverses organisations nationales de souliers et de cuirs se réuniront en assemblées.

Le comité chargé du programme a également combiné une série d'excursions en bateaux et automobiles qui permettront de mieux connaître l'intéressante cité.

L'association se tient prête à fournir tous les renseignements supplémentaires dont on pourrait lui adresser la demande.

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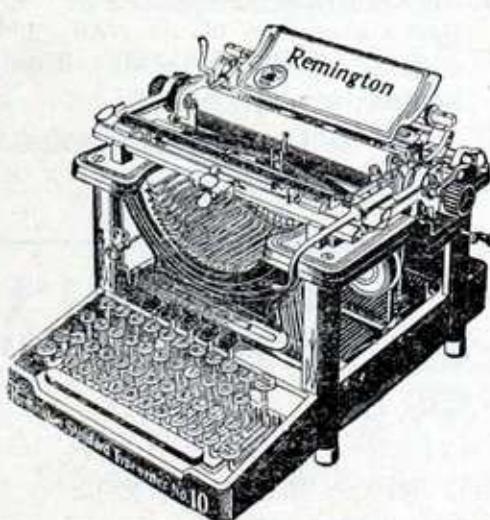
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SIDNEY NOWILL & C°.

GALATA, CONSTANTINOPLE.

## American Chamber of Commerce for Russia.

The LEVANT TRADE REVIEW has already had occasion to mention the efforts being made by the Honorable John H. Snodgrass, American Consul General at Moscow, and a group of prominent citizens of that city—the commercial heart and business capital of the Russian Empire—to organize an American Chamber of Commerce for Russia.

That this attempt has proven an unqualified success is evidenced, we are glad to note, in a recent news article in the *Russkoye Slovo* of Moscow, which in its issue of February 14th last, printed the following:

### Russian-American Chamber of Commerce.

The first meeting of the Council of the Russian-American Chamber of Commerce, which has been organized in Moscow recently, took place on Sunday, February 9/22nd, 1914.

The meeting was held at the residence of N. I. Gutchkoff, who was Chairman. Among those present were Professor I. C. Ozeroff; Professor D. N. Golovnin, President of the Agricultural Society, A. I. Ugrimov; the American Consul General, Mr. John H. Snodgrass; Mr. Henry Lehrs; Mr. M. J. Imchanitzky; Mr. A. A. Kryshnafsky; Mr. J. I. Poplavsky and others.

The meeting was called in order to complete the organization of the Chamber of Commerce and, accordingly, the different members of the Administration were elected.

Mr. N. I. Gutchkoff was elected President of the Chamber, and Professor I. C. Ozeroff and Mr. W. A. Bary, as Vice-Presidents.

The following persons were elected members of the Board of Administration: Mr. N. K. von Mekk, Mr. A. A. De-Ceveaux, Mr. I. G. Kogan, Mr. G. C. Karpov, Mr. M. J. Imchanitzky, Mr. Henry Lehrs, Mr. A. J. Gurland and Mr. M. T. Zarotchenzeff.

Mr. M. J. Imchanitzky was appointed general manager of the Chamber of Commerce and Mr. Henry Lehrs treasurer.

Quite a number of different committees are to be organized in connection with the Chamber of Commerce, the presidents of the same being the following persons: An agricultural committee under the presidentship of Mr. A. I. Ugrimov; a perishable freight committee,—President D. N. Golovnin; Cotton committee,—Baron A. Knoop; a juridical committee,—Mr. M. J. Imchanitzky, and a committee on commercial relations,—Mr. J. I. Popavsky.

It is proposed to organize branches of the Russian American Chamber of Commerce in different cities, in the city of Petersburg in the first instance.

In the very near future, the Russian-American Chamber of Commerce will start a magazine of its own, publishing separate bulletins in the Russian and English languages as well.

It is exceedingly gratifying to hear that the American Chamber of Com-

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**Ibrahim Rifaat Han, Galata, Constantinople**

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HARDWARE, IRON & LEAD PIPES, BOILERS, ETC.

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merce for Russia makes its start under such favorable auspices. The Board of Administration has among its membership managers of the principal Russian banks and railways, and men of affairs generally who represent not so much the individual desire of a firm, or group of firms, to increase their own individual trade, but a broad catholic striving to foster and to increase the general trade and goodwill between Russia and the United States, to the general profit of all concerned. Mr. Gutchkoff, the new Chamber's President, was until recently Mayor of Moscow, owns important newspaper properties and has large sugar and cotton interests. The Vice President, Dr. Ivan Ozeroff, Councillor of State, is lecturer on Law and Political Economy at the University of Moscow and an authority on commercial and economic subjects.

The second Vice President, Mr. E. A. Bary, is an important figure in the manufacturing field in Russia. The honorable John H. Snodgrass, American Consul-General at Moscow, who will act as Honorary Advising Officer to the Board, is well known to all American business men dealing with Russia or with Japan, the scene of his former Consular labors. He is the compiler of a business hand-book on Russia, and one of the most ardent workers in the cause of conserving the business relations between the United States and Russia.

### **Pianos in Constantinople.**

THE number of pianos sold yearly in Constantinople is estimated at from 400 to 500.

The principal French makes sold are: Pleyel, Bord, Boisselot, Erhard, Gaveau, Herz, Elké, Gervaix, Focké and Chassaignes. German makes known here are: Blüthnre, Beckstein, Julius Teurich and Bretschneider.

The prices vary according to the make ranging all the way from 3,000 francs down to 400. German manufacturers are selling cheaper than the French, and their pianos have an excellent sound with either oblique or crossed cords.

Conditions of payment vary, three and six months credit being granted in certain cases. European manufacturers have thus far quoted their prices f. o. b. station of departure.

In view of the rapid strides which German manufacturers are making in the securing of this trade, French houses have also started to ship cheaper pianos, already sending some as low in price as 450 frs.

Established: 1874.

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MACHINERY

## Direct Steamship Connections Between the U. S. and the Levant.

**L**HE Levant is to have a direct and regular steamship service with the United States. The first steamer of the new service leaves New York on April 15th, and by the time this number of LEVANT TRADE REVIEW reaches many of our readers, will already be on its way for Barcelona, Messina, Patras, Piraeus, Smyrna, Constantinople, Burgas, Varna, Constanza, Odessa, Batum and Novorossisk.

After many long months of waiting and even years it has at last been announced that we are to have regular direct sailings between New York and Eastern Mediterranean and Black Sea ports. It will be remembered that already in our June issue of 1912, the establishment of the AMERICA-LEVANT LINE was announced, which at that time inaugurated a direct service between Smyrna and New York, calling at other ports in the United States and the Levant (including Constantinople) on certain occasions. This line started out with two steamers which were afterwards increased to three, and we are informed that a regular service will be built up by this line in the near future. It was, however, left to the HAMBURG-AMERIKA LINE to inaugurate a *regular* direct service, and the first steamer, the "Corcovado", will soon be on its way out for the ports above mentioned. The Central Agency of the new service for Greece, Asia Minor, Bulgaria and Roumania has been given to the

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| Otto Thoresen's Line . . . . .                              | CHRISTIANIA.    |
| The Odessa-London and Odessa (South America Line) . . . . . | ODESSA.         |

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| Bergnings och Dykeri Aktiebolaget "NEPTUN". . . . . | STOCKHOLM.  |
| Em. Z. Zwitzer's Bjergnings Entreprise. . . . .     | COPENHAGEN. |

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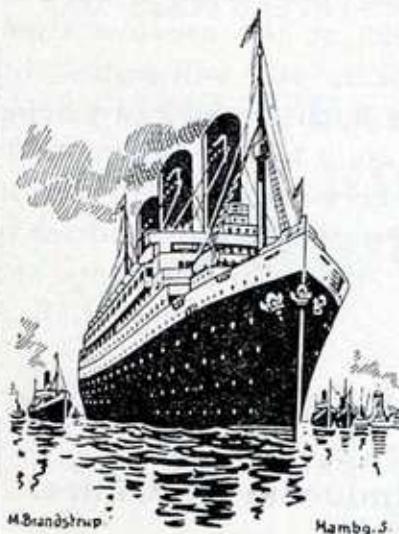
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# HAMBURG-AMERICAN LINE.

## NEW YORK—LEVANT SERVICE.

Regular Line of Steamers between New York, Levantine and Black Sea Ports.

*First departure from NEW YORK 15th April, 1914.*



S. S. **Corcovado** 8099 Gross Reg. Tons,

Calling at following ports, either direct or in transhipment, viz:—

Barcelona, Malta, Patras, Piraeus, Smyrna, Salonika, Dedeagatch, Constantinople, Bourgas, Varna, Braila, Galatz, Constanza, Odessa, Novorossisk and Batum.

To be followed by further sailings at regular intervals.

For particulars concerning freight and passage rates apply to:

LEVANTE-KO. TOR, G. m. b. H., CONSTANTINOPLE.

FRANGOPOULO FRÈRES, PATRAS, PIRAEUS.

MC NABB, ROUGIER & C°, ODESSA,

and to the Agents of the Company at other ports of call.

Levante-Kontor, G. m. b. H., Tchinili Rihtim Han, Galata, Constantinople. Ports of call on the homebound trip are: Odessa, Constantinople, Smyrna, Piraeus, Patras, Messina, Barcelona and New York. The "Corcovado" leaves Constantinople on the homebound course on June 1st, and arrives in New York on June 23d. This service which for the first two or three sailings is to be monthly will afterwards be made fortnightly, so that in the course of a very few months the Levant and the United States will have direct regular fortnightly connections.

This new service fills a long felt want, and will be one of the greatest helps to American trade in the Levant which could be desired. American exporters and manufacturers of certain articles, who have heretofore felt that they could not do business with the Levant on account of the disadvantages of transshipment, immediately started to book orders for delivery through the first steamer of this new line.

The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT from its very inception, realizing that such direct service was of transcendent importance to the development of American trade relations in the Levant on a large scale, has continually agitated for the establishment of such direct connections setting forth to the shipping companies that such service could not fail to be successful from a business point of view, and the HAMBURG-AMERIKA Line, realizing this fact, has indeed established this service, which after the first two or three sailings is to be made fortnightly.

In this way apart from the great saving of time and decreased expenses incidental to transshipment, to say nothing of the great waste in certain

articles such as oils, flour, etc, a buyer in the Levant will be able to calculate to a certainty when his goods are likely to arrive, as heretofore a merchant was often obliged to wait six weeks and more after the goods had been shipped, and then very often had the annoyance of seeing them arrive in different lots and by different steamers from the port of transshipment, thereby causing him a useless amount of extra expense and bother. This state of affairs is now to be done away with, and goods will arrive in better condition and much quicker than heretofore.

But more than all this, the new service has brought the United States and the countries of the Levant nearer to each other than at any previous time. American manufacturers, exporters, importers, bankers, etc., will realize this fact, and are already realizing it; witness the shipments which are being made by the first steamer, and may be expected to go in for the Levant trade in a way heretofore unprecedented. What further gives us great satisfaction is that several countries of the Levant are included in this service, and are to have direct connections: Malta, Greece, Turkey, Bulgaria, Roumania and Russia.

H. B.

## Hapag's New Levant Line

### Many New Ports to Be Touched as Inducement Offers.

**C**ONSUL-GENERAL G. Bie Ravndal reports from Constantinople, says the NEW YORK JOURNAL OF COMMERCE, March 31st, 1914, that the Directors of the Hamburg-American Line now investigating conditions in the Eastern Mediterranean and Black Sea ports confirm the information concerning their new line between New York and the Levant. The vessels will not cater to the tourist traffic, at least not to begin with. Special attention will be paid to freight and to second-class passengers and emigrants. Director Ecker states that the voyage from Constantinople to New York will occupy about 24 days.

The first steamer, Corcovado, leaves New York for Barcelona, Patras, Smyrna, Constantinople, Burgas, Varna and Odessa on April 15. The next sailing from New York will be the Pisa, on May 16, for Barcelona, Piraeus, Constantinople and Odessa, followed by the Barcelona on June 16 for the same ports. For the present the traffic of the Syrian coast and of Egypt will be handled from Smyrna and Piraeus respectively. However, the Hamburg-American Line announces that "the following additional ports will be called at as inducement offers: Alexandria, Alexandretta, Batum, Beirut, Braila, Constantza, Dedeagatch, Galatz, Haidar-Pasha, Jaffa, Mersina, Novorossisk, Saloniki, Samsun and Trebizon."

On the same subject, the NEW YORK JOURNAL OF COMMERCE brings the following further details:

The Hamburg-American Line is about to establish a new service to the Levant for both cabin and steerage passengers and freight, to be inaugurated

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

Steamships: «INDIANA», «VIRGINIA», «NEW YORK», «MAINE», «MONTANA»

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

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

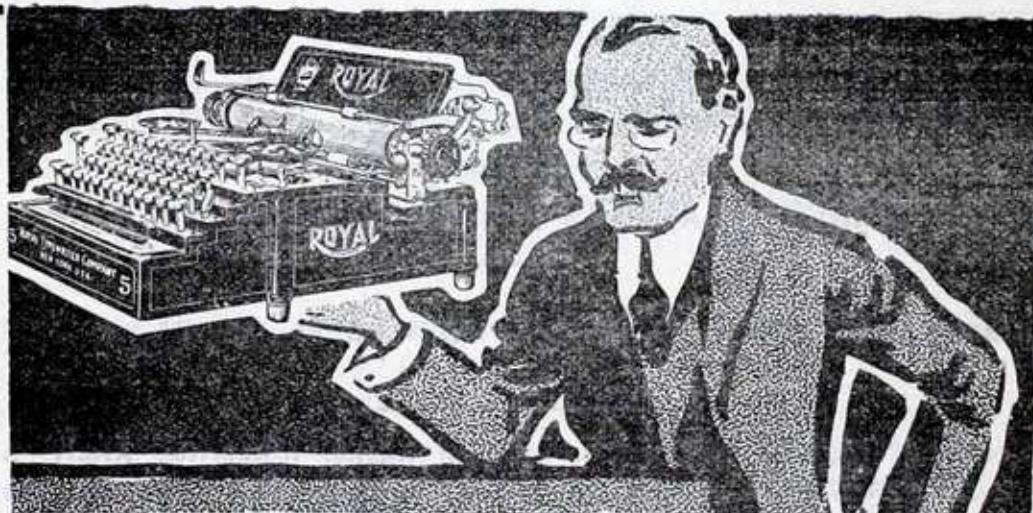
For Freights and full particulars apply to the Company's Head Office in  
Smyrna (Asia Minor) or to its Agencies at any of the above named ports.

by the sailing of the twin-screw steamer Corcovado from New York April 15. A monthly schedule will be maintained by the steamers Corcovado, Pisa and Barcelona, which later will be changed to fortnightly sailings. The steamers will sail from the Hamburg-American Line piers, South Brooklyn. A direct service will be maintained between New York and Barcelona, Spain, and Patras and Piraeus, Greece, and from Odessa, Russia, and Piraeus and Patras, Greece.

The Corcovado is a well equipped steamer of modern construction, assuring all the safety and comfort of modern travel. She measures 447 feet in length and 55 feet in beam and has a tonnage of 8,100. Her powerful twin screws enable her to maintain a speed of 13 knots an hour. Her great size has made it possible to equip her with unusually large and comfortable cabins. The Corcovado carries only two classes of passengers. The cabin accommodations are unusually attractive. The dining room is located on an upper deck, extending the full width of the ship, thus assuring ample light and ventilation. There is a large and comfortable smoking room and ladies' cabin.

The steerage accommodations upon these steamers maintain the high reputation of the Hamburg-American Line. They have been designed with especial care to avoid crowding, and the sanitary arrangements have been carried out with the same care as in the first cabins of the large steamships of the line. These vessels are modern in every respect and equipped with steel bulkheads and wireless and electric equipment.

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Used extensively by the U. S. Government.

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## **SEWING MACHINES**

Are made for every stitching process used in the family or in the factory. Although there are many different kinds of SINGER machines there is but one Quality:

**THE BEST**

## Farming in the Dardanelles District.

**M**THE railway which the Dardanelles has been hoping to get for the past twenty-five years seems now to be likely to come soon into existence. For a quarter of a century French financiers have been soliciting the Porte for a concession to build a line of railway connecting the Dardanelles with Smyrna and Balikesser. Their perseverance has at last been rewarded. The concession was granted three months ago to the Périer group of capitalists in return for certain pecuniary advances made to the Turkish government. In anticipation of the concession being granted, preliminary surveys had been made 3 or 4 years ago. The syndicate's engineers are expected to arrive here shortly to make the final surveys, and it is anticipated that the construction of the line will begin in a few months. The main line will be from the Dardanelles to Smyrna,

via Ezine, Aivadjik, Adramytl, and Aivali, skirting the coast most of the way. Branch lines will run, one from Ezine to Balikesser. The other from Ezine via Bairamitch, Tcham, and Bigha to Kara-Bigha, on the Sea of Marmara. The company formed to build this railway has obtained no "kilometric guarantee" from the Government, but in lieu thereof has secured various privileges such as the "mineral rights" over strips of territory forty kilometers wide throughout the entire length of the lines, the sole right of cutting timber on the Ida range of mountains, etc. The company undertakes to build piers and break-waters at the Dardanelles, Aivali and Kara Bigha.

Hardly a drop of rain has fallen here since the end of December. The ploughed soil is, however, not so dry as might be expected after such a long drought, the December frosts having made it spungy and retentive, and the crops are looking well so far. There seems to be no diminution of the average in the acreage sown this winter, which is surprising considering the

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**Capital: £. 600,000**

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**COTTON SEED OIL.**

Selling Representatives for  
the Levant:

FULIAS & COMPANY

**Abid Han, Galata,**

**Constantinople.**

great reduction that has taken place in the rural population during the last three years.

It is to be feared that valonea as a staple saleable product of Asia Minor is doomed. There are no buyers for it even at the disastrously low prices that have prevailed since 1912. Electric tanning and the cheap Quebrachs bark of South America are ousting the Turkish product from the markets for tanning materials, just as the invention of artificial dyes destroyed the commercial value of madder-root some forty years ago. Several owners of valonea trees have been cutting them down this winter, despairing of ever again deriving a profit from them while alive, and tempted by the prevailing high price of charcoal, for the making of which the wood of the valonea oak is pre-eminently adapted. Yet a few years, and if there is no rehabilitation of valonea in the estimation of tanners, all lovers of sylvan scenery in this country will indeed have cause to lament.

Respectfully submitted,  
F. R. J. CALVERT.

Thymbra Farm,  
Dardanelles, March 1, 1914.

### American Plow Wins Tunis Contest.

ACCORDING to information supplied by Mr. Albert Taieb, formerly acting American consular agent at Tunis, the "Caterpillar" plowing tractor manufactured by the Holt

Manufacturing Co. was awarded a gold medal at the Concours Général Agricole held in Tunis last April, but as this company did not participate in this contest under its own name, the award was made in favor of the exhibiting firm, Parrenin & Cie. of Tunis.

## Cocoa Butter.

THE sales of cooking butter known as "Vegetaline", which is imported mostly from Marseilles is estimated at 7 to 8,000 boxes of one kilogram each, and from 70 to 80,000 kilograms in barrels. These figures are for the city of Constantinople only.

Prices vary from 80 to 84 frs. per 100 kilos in barrels and from frs. 130 to 140 per 100 kilos in boxes. These prices are f. o. b. Marseilles. The factories participating in this trade are: Engaurran & Roca Tassy and de Roux, both of Marseilles.

Austrian houses have attempted with a large amount of advertising to introduce a product which is also composed to a large extent of cocoa butter but without any great success.

If cocoa butter could be furnished at a somewhat lower figure, say 70 to 75 francs per 100 kilos, it would be bought in very large quantities, as it would enter into a great many mixtures of butters which are manufactured or mixed in Constantinople. In this case an enormous amount of business could be done.

### Smyrna Branch American Chamber of Commerce for the Levant.

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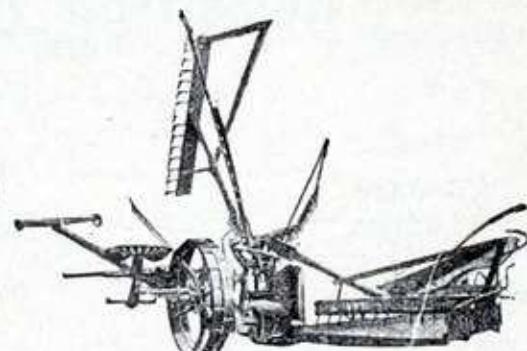
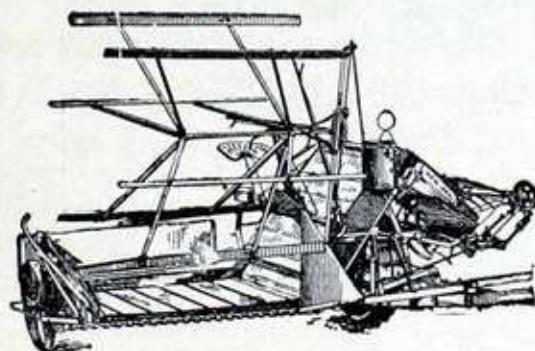
**Milwaukee**

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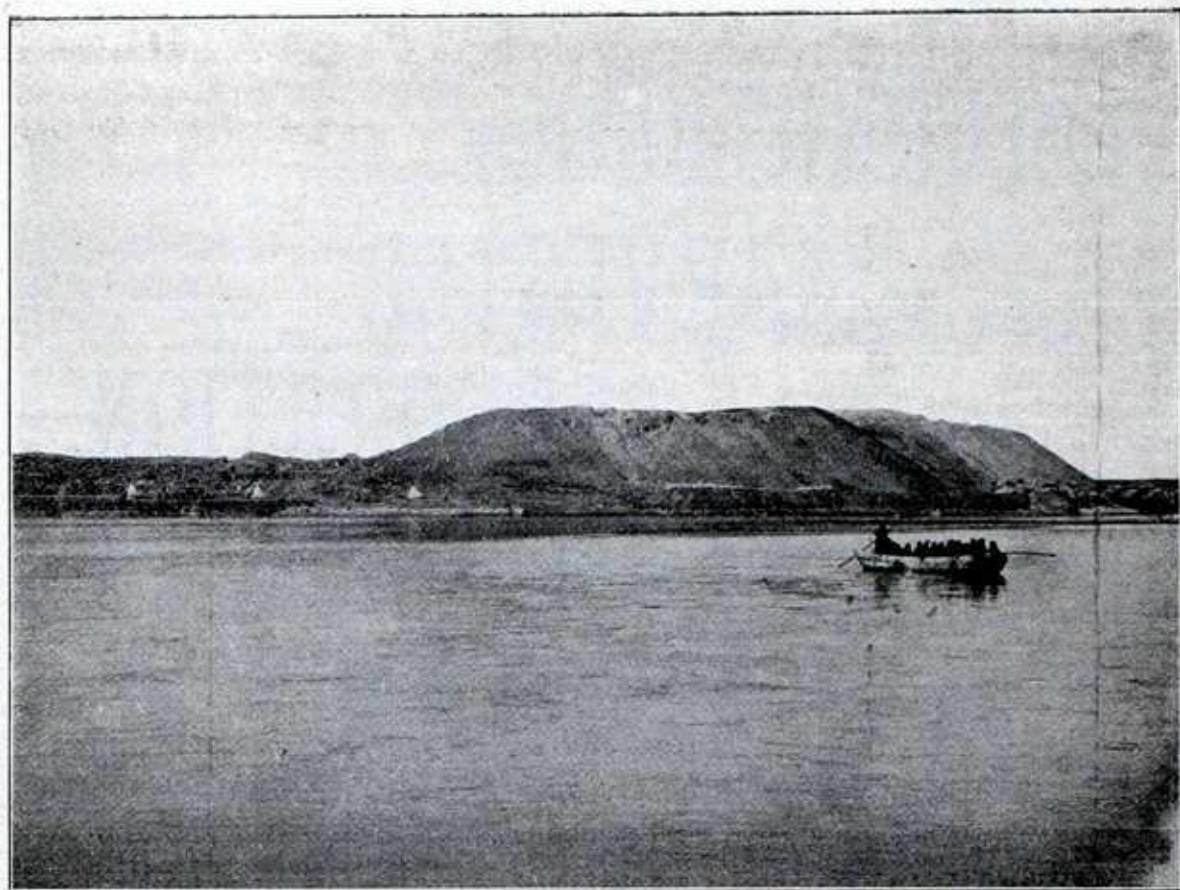


General European Offices:

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**HAMBURG, Germany.**



#### AEROPOLIS OF DJARABLOUS AND THE EUPHRATES.

### Items from Aleppo, Syria.

The Province of Aleppo imports annually from 20 to 30 pianos  
**Pianos.** from different countries. The pianos of the French firms of A. Bord and Playel, Paris, were, some years ago, about the only makes known in Aleppo and they were sold by commission agents at francs 900 to 1000, delivered franco Aleppo. German and Austrian pianos, of lower grades, were introduced lately with success. The commission agents are selling them from 32 to 38 Turkish pounds each, c. i. f. Aleppo, granting 1 year term for payment.

Owing to the fact that American manufacturers always insist on cash payment and do not give themselves, at least, the little trouble to quote c.i.f. the Syrian ports, not more than two or three pianos of American make are likely to be found in the whole vilayet. Unless they change their method of treating business, American manufacturers can not expect to go ahead, not only here but everywhere else, in Syria. If they are anxious to follow the movement of the trade and have a share of it, they must necessarily conform to the requirements of the place by imitating the example of competitors. American manufacturers, in general, are highly viewed and what is necessary to the interested parties to do in order to participate in the trade, is to give

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| THE "ASIA MINOR" STEAMSHIP COMPANY, LIMITED . . . . | Alexandria.        |
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Exporters of MALTING BARLEY, GRAINS & SEEDS, OPIUM,  
MOHAIR, SKINS, SHEEPSWOOL, NUTS, MINERALS,  
FLAX, HEMP, ROANS, PURE, Etc., Etc.

### GRAIN SILOS AT HAIDAR-PACHA

### AGENCIES:

Sea of Marmara, Black Sea Turkish ports, and all over Asia Minor.

the same conditions which are granted by the European competition. An important thing for them is the appointment of reliable and responsible representatives in the principal centers. To agents of such character not much risk could be run by granting a credit, or sending two or three instruments on consignment to be paid for as soon as they are sold. By rendering the agents responsible for all sales the manufacturer should feel safe. On account of the little profit left by the sale of pianos, agents here do not find it profitable to invest money and wait several months or one year to have payment for same.

Pianos destined for export to this country must be especially made to resist the climatic conditions, the weather here being hot and exceedingly dry in summer and very damp during the rainy season. All dwellings are built of stone.

The weather has been so far very propitious for agriculture and if **Crops.** some rain falls in March and towards the middle of April crops promise to be exceptionally abundant. Prices of wheat and barley during this winter have remained low and a further decline is expected.

According to reports received here by interested parties, over **Sheep.** 400,000 head of sheep have arrived during the last two months in Mesopotamia, coming from Northern Anatolia. In the valley of the Euphrates and Tigris rivers pasturage has been luxuriant and the climate very mild during this winter. New butter began to arrive on the Aleppo market in February, contrary to the other years when only towards the middle of March the product of the new season has appeared. This is a sign of the exceptional condition in which the sheep are in.

As a consequence of the great number of sheep and the fine weather, the wool clip is expected to be very abundant this year. Wool merchants, however, are not showing much enthusiasm, nor advancing to the producers money on the same scale they did in previous years. They seem to be afraid that the demand from the United States for the Syrian wool will not be good this season. In such an event prices will necessarily be low during the whole year.

The demand for American cotton piece goods was **Cotton Piece Goods.** insignificant during 1913 on account of the comparatively high prices quoted by manufacturers. Useless to repeat here what has been said so many times by American Consuls, that if American manufacturers would take the trouble to study more thoroughly the requirements of the market in the Levant there is no reason why they could not participate largely in the commerce of this country.

**Hosiery, Neckwear, Suspenders and Garters.** These articles were imported during 1913 to a certain extent from the United States. It is hoped that the demand therefor will gradually increase, because qualities and styles have given satisfaction.

Respectfully submitted,

LORENZO Y. MANACHY

Aleppo, March 7, 1914.

## PERSONALIA.

---

George Warren Brown, President of Brown Shoe Co., Inc., St. Louis, has been visiting in the Levant as a tourist and become quite interested in its commercial possibilities.



Raymond A. Cade, Manager of the Foreign Department of J. W. Eckhart & Company, Exporters of Flour, Chicago, has been out here visiting the markets of the Levant. Messrs. J. W. Eckhart & Company export not only wheat flour but also corn flour for which latter article there is an incipient demand in Egypt and Constantinople.



N. Saltiel of Salonika, formerly President of the Salonika Branch of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, called at headquarters.



Dr. Otto Ecker, one of the Directors of the Hamburg-Amerika Line, has been spending some time in the Levant arranging for the new New York—Levant and Black Sea service. Constantinople will be the eastern headquarters of this service. While Pericles G. Lambros, Esq., will be General Passenger Agent at Constantinople, the Levante-Kontor (Deutsche

Levante Linie) will have charge of the freight department.



J. R. Williams, one of the partners in and the General Foreign Manager of the Ferd. Brenner Lumber Co. of Alexandria, Louisiana, has been out here looking after his business interests in the Levant. This company exports American hardwoods and makes a specialty of red gum. Its European headquarters is 11, Cité Trévise, Paris.



Donald Y. Frothingham, representing the CHICAGO TRIBUNE and the Tuck School of Administration and Finance at Dartmouth College, Hanover, New Hampshire, has been visiting Constantinople where he made a number of warm friends.



Pablo Homs, Manager of the Foreign Department of the Emerson-Brantingham Implement Company of Rockford, Illinois, has been paying a visit to Bulgaria and Turkey where his company is doing considerable business in agricultural machinery.



David W. Frackleton, Vice President and Treasurer of the Chandler and Price Company of Cleveland, Ohio, has been here investigating the market for printing machinery.

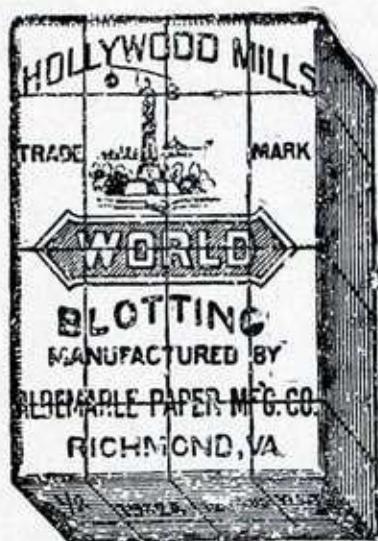
## Philadelphia-Levant Section.

### Philadelphia Commercial Museum.

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Fernando Miranda, representing the Carborundum Company of Niagara Falls, New York, has been looking over the markets of the Levant. Carborundum is an abrasive, used for grinding, polishing, etc., taking a prominent part as such along with emery.

§

R. H. Sanders of Sanders Bros. & Co., London, England, i. a. representing the Lackawanna Steel Company, prominent American manufacturers of steel products, is travelling in the Levant, surveying the field.

§

Rev. G. E. White, D. D., whose most interesting article in an earlier issue of LEVANT TRADE REVIEW on Agriculture in Mersifoun will be long remembered by members of the

Chamber, has been chosen President of Anatolia College in Marsovan.

§

Saul Is. Modiano, one of Salonika's leading exporters, and who has taken a prominent part in the Salonika Branch of the Chamber, recently came to Constantinople for the purpose of establishing a branch of his house in this city, and called at the Chamber's headquarters to pay his respects.

§

**A Correction.** — On page 378 of the present issue of LEVANT TRADE REVIEW appears an article containing statistics compiled by Vice Consul-General Haygood of Cape Town showing the great progress made by the United States in South African trade. Through a typographical error the title of this article was printed as «The Levant Trade Review». It should read «American Trade Progress in South Africa».

## **La Reine de Bulgarie en Amérique**

Nous lisons l'information suivante dans les journaux du Levant.

Sofia, 30 mars.— La reine de Bulgarie partira le 28 mai prochain pour New-York. Elle sera accompagnée par le docteur anglais Bainbridge. Elle compte étudier, avec l'aide de renommés hygiénistes, les hôpitaux modernes et les institutions philanthropiques nord-américaines.

La reine se rencontrera à Washington avec le président Wilson et compte passer un mois en Amérique.

Le bruit court que ce voyage aurait un but financier: celui de préparer des conversations tendant à resserrer et à développer les relations économiques entre les Etats-Unis et la Bulgarie. (*Agence Italienne*)

## **Queen Eleanore to visit United States in June**

(The following information is culled from the columns of the NEW YORK JOURNAL OF COMMERCE):

Sofia, Bulgaria, March 26.— Queen Eleanore of Bulgaria, who had some time since declared her intention of visiting the United States, to-day announced that she would depart on her journey from the Bulgarian capital during the third week of May. Her Majesty will proceed probably to Hamburg and embark there on board the Hamburg-American liner Kaiserin Auguste Victoria, which leaves that Port for New York on May 21. She may, however, go by way of Cherbourg and catch the steamer there when she calls.

Queen Eleanore, who will be the

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**SAVINGS BANK. — SAFES TO BE LET.**

first reigning queen to visit the United States, intends to make a study of the institutions and of the people of America, in which she has always been greatly interested. Her Majesty was much touched during the recent Balkan wars by the practical sympathy displayed for her suffering subjects by Americans. She made inquiries among the Bulgarian soldiers, numbers of whom had been residents of the United States and had answered their country's call to arms.

It is stated semi-officially that King Ferdinand also will pay a visit to the United States but only at a later date, probably in 1915, so that he may see the Panama-Pacific Exposition at San Francisco. The plans for His Majesty's trip are not yet definite.

## Haberdashery.

THE export trade in various American specialties of haberdashery is steadily growing in importance, owing to the systematic sales efforts made by the manufacturers and the popularity of the various articles once they have been introduced. Men's garters furnish an illustration to the point. In Norway men's garters made in the United States enjoy what practically amounts to a monopoly of the market; in many parts of Germany American garters are finding a ready sale, and in the Mediterranean countries, especially in Italy, they are beginning to obtain a foothold.

**Reports** from our correspondent in Braila, Mr. Ant. Theodoridi, and our correspondent in Rethymno, Crete, Mr. E. D. Chamarakis, were received by the LEVANT TRADE REVIEW, but arrived too late for insertion in the present issue. LEVANT TRADE REVIEW hopes to have detailed trade reports from these gentlemen in its June issue.

## New Members.

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

Demaras Brothers, Athens, Greece—bankers, commission agents and exporters of rosin, turpentine, olive and sulphite oils and other Greek produce.

Barbaresso Brothers, Piraeus, Greece,—manufacturers of brandies and other liquors.

The Sechler & Co., 538-550 Fifth Street, Cincinnati, Ohio—manufacturers of carriages, carts, buggies, phaetons and pleasure vehicles of all descriptions.

Alexandre N. Eustratiades, Smyrna,—exporter of tobacco, sesame seed raisins, and importer of manufactured articles.

Mihran Bozadjian, Adana, Turkey—importer of agricultural machinery, and cotton goods, and exporter of gum tragacanth and sesame seed.

The Shipley Construction & Supply Company, 90 West Street, New-York—manufacturers of ice-making and refrigerating machinery.

Clarence H. Spike, 143 Federal Street, Boston—merchandise broker.

## Trade Opportunity.

A new company desiring to put up a factory for cotton textiles in Bulgaria invites correspondence with manufacturers of cotton spinning and cotton weaving looms. They are also desirous, if possible, to use American cotton yarn in this mill, and ask for samples from No. 14 upwards. Manufacturers interested may obtain further information from the Secretary of the Chamber.

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We firmly believe that co-operation for foreign trade among manufacturers of machine tools, engineering and mining equipment, railway materials, hardware, and like products, would prove of great value and benefit to our smaller manufacturers and to American foreign trade as a whole.

In a majority of cases, better results could undoubtedly be secured if groups of three or four manufacturers (in one city, perhaps) should agree to cooperate, select the most suitable man that they could find and give him, in turn, a thorough course of training in their factories before sending him abroad. Representing a limited number of manufacturers (producing, if possible, correlated wares), he could be clearly impressed with his individual

responsibility to each one especially in the matter of complete and accurate reports. Owing to the variety of his lines he could well afford to visit the smaller cities ; while in the larger places his stay would naturally be of a duration which would permit of a careful study of business conditions, and the formation of a wide acquaintance among agents, dealers and consumers.

The almost assured success of the first "cooperative traveler" would logically lead to the employment of others by the same group of manufacturers and to such subdivisions of territory and representation as the development of the joint business might require. The next step of the co-operating group might well be the establishment of a certain number of foreign offices in charge of the ex-travelers, now so thoroughly acquainted with their customers, and with the geography, language, business methods, and requirements of the territory under their charge, that there could be no doubt of success. By such steps might be created the urgently-needed

"American houses to sell American goods" in many foreign cities.

In certain markets and to certain cooperative groups another step in cooperation would doubtless suggest itself in time. This step would be for the group to secure the support of their local banks or other financial interests in extending approved credits and in developing sound mining, railway building or manufacturing projects in those countries where such support is

needed to secure the resulting orders for machinery and equipment. Many European banks and manufacturers have been successfully cooperating in this way for years. Only in the United States has the policy of "every man for himself and the devil takes the rest" remained the fundamental principle of foreign trade. Let each manufacturer ask himself: "Has this principle been successful in my business? Shall I continue to follow it?"



## In the Balkans.

 ONE of the firmest believers and keenest observers in the activities of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT is Charles J. Vopicka, new Minister to Roumania, Servia and Bulgaria of the United States of America.

The envoy is himself a business man of reputation, and aims to encourage to the best of his ability the increase in trade relations between the Levant and America. On a recent trip to Sofia, Mr. Vopicka stopped over in Constantinople to make transit connections and availed himself of the opportunity to personally acquaint himself with the Chamber and the personnel of its members. He expressed himself as delighted with the work accomplished and the aims in view.

Mr. Vopicka predicts a new era of business prosperity for the Balkan States and is quick to point out to both Americans and the commercial leaders in the countries to which he is accredited, the mutual benefits to be derived from trade participation.

Since Mr. Vopicka's arrival in America, 33 years ago, his life story has been one of an unfaltering, steady drive up the pathway of success. Though he has manifold business interests, Mr. Vopicka for the last fifteen years has made it a rule to give his afternoons to the attention of civic problems. He was born in Dolni Hbity, Bohemia, and educated in Prague. He is president and director in several banks and large manufacturing concerns in Chicago, his home. What is of particular interest to the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, is that Mr. Vopicka, until the time of his appointment as Minister, was one of the most prominent members of the CHICAGO ASSOCIATION OF COMMERCE, serving on the executive committee, as well as being a director of the ILLINOIS MANUFACTURER'S ASSOCIATION.



**The Declared Export Returns** for Turkey and Egypt to the United States for the past year could not be published in the current issue of LEVANT TRADE REVIEW on account of pressure of space, but will duly appear in the June issue.

## HONORARY MEMBERS.

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

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

NESSIM MAZLIAH EFF., Smyrna,  
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U.S.A.

DUDLEY BARTLETT, Philadelphia,  
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Commercial Museum.

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of Manufacturers of the United States of America.

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

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

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

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| TREBIZOND . . . . .         | ISAIAH MONTESANTO.   |

## Index to Contents.

|                                                                                 | Pages |
|---------------------------------------------------------------------------------|-------|
| The Chamber's Banquet . . . . .                                                 | 303   |
| Les Cours de Génie Agricole au Collège Américain à Beyrouth . . . . .           | 324   |
| Beirut Branch—American Chamber of Commerce for the Levant . . . . .             | 326   |
| The New American Tariff . . . . .                                               | 334   |
| Progrès Matériel à Constantinople . . . . .                                     | 346   |
| Salonika Branch—American Chamber of Commerce for the Levant . . . . .           | 350   |
| Grands Evènements de 1913 . . . . .                                             | 354   |
| Pianos in Cyprus . . . . .                                                      | 354   |
| Le Rôle de l'Ingénieur Américain dans le Progrès Mondial . . . . .              | 356   |
| Une Période de Dépression qui disparaît . . . . .                               | 359   |
| Avis . . . . .                                                                  | 361   |
| Banques Américaines à l'Etranger . . . . .                                      | 362   |
| Banques Américaines en Russie . . . . .                                         | 364   |
| Conditions in Armenia . . . . .                                                 | 365   |
| Trebizond—Turkey . . . . .                                                      | 370   |
| A Glance at Aintab . . . . .                                                    | 372   |
| Notes from Servia . . . . .                                                     | 374   |
| Le Commerce entre la Bulgarie et les Etats-Unis . . . . .                       | 376   |
| American Trade Progress in South Africa . . . . .                               | 378   |
| Reclaiming the Soudan . . . . .                                                 | 382   |
| Plans for extending Egypt's Cotton Area . . . . .                               | 384   |
| Pianos in Angora . . . . .                                                      | 386   |
| Exposition de Souliers et de Cuirs à Boston . . . . .                           | 386   |
| American Chamber of Commerce for Russia . . . . .                               | 388   |
| Pianos in Constantinople . . . . .                                              | 390   |
| Direct Steamship Connections between the United States and the Levant . . . . . | 392   |
| Hapag's New Levant Line . . . . .                                               | 394   |
| Farming in the Dardanelles District . . . . .                                   | 398   |
| American Plow Wins Tunis Contest . . . . .                                      | 400   |
| Smyrna Branch—American Chamber of Commerce for the Levant . . . . .             | 400   |
| Cocoa Butter . . . . .                                                          | 400   |
| Items from Aleppo, Syria . . . . .                                              | 402   |
| Personalia . . . . .                                                            | 405   |
| Philadelphia Levant Section—Philadelphia Commercial Museum . . . . .            | 405   |
| A Correction . . . . .                                                          | 406   |
| La Reine de Bulgarie en Amérique . . . . .                                      | 407   |
| Queen Eleonore to visit United States in June . . . . .                         | 407   |
| Haberdashery . . . . .                                                          | 408   |
| New Members . . . . .                                                           | 408   |
| Trade Opportunity . . . . .                                                     | 408   |
| Co-Operation for Foreign Trade . . . . .                                        | 409   |
| In the Balkans . . . . .                                                        | 410   |
| The Annual Declared Export Return . . . . .                                     | 410   |
| Honorary Members . . . . .                                                      | 411   |
| Correspondents of Chamber . . . . .                                             | 411   |

## Index to Illustrations.

|                                                                                |     |
|--------------------------------------------------------------------------------|-----|
| His Excellency Henry Morgenthau . . . . .                                      | 305 |
| His Excellency Talaat Bey . . . . .                                            | 307 |
| His Excellency Mirza Mahmoud Han . . . . .                                     | 309 |
| His Excellency C. Mano . . . . .                                               | 311 |
| His Excellency D. Panas . . . . .                                              | 313 |
| His Excellency A. Tocheff . . . . .                                            | 315 |
| His Excellency W. Pavlovitch . . . . .                                         | 316 |
| Beirut — The College from the Sea Drive . . . . .                              | 324 |
| Salonika . . . . .                                                             | 352 |
| A Temporary Bridge on the Euphrates River . . . . .                            | 356 |
| Concrete Buildings in Trebizond — House of Mr. George Phostiropoulos . . . . . | 370 |
| Carding of Wool in Urfa . . . . .                                              | 373 |
| Aeropolis of Djarablous and the Euphrates . . . . .                            | 402 |

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(PLEASE REPORT ANY INACCURACIES TO THE SECRETARY).

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Aintab.

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Thompkins, V. D., » » » . . . . .

Constantinople.  
Constantinople.

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Mizzi, Lewis F., Rue Asmali Mesjid, 35, Pera . . . . .  
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Chasseaud & Co., F.W., Import., Kossova Han, Sirkedji  
Chipman Limited, 10 Bridge St. . . . .  
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Constantinople.  
New York, U.S.A.  
Constantinople.  
  
London W., England.  
South Bend, Ind., U.S.A.  
Wichita Falls, Tex., U.S.A.

### **Bacteriologists.**

Mulford Co., H. K., 428 So. 13th St. . . . .

Philadelphia, U.S.A.

### **Bakers' & Confectioners' Supplies.**

Jaburg Bros., 1 & 3 Worth St. . . . .  
United Confectioners' Supply Co., 561 Greenwich St. . .

New York, U.S.A.  
New York, U.S.A.

### **Banks and Bankers.**

Anglo-Egyptian Bank . . . . .  
Anglo-Palestine Co. Ltd. . . . .  
» » » . . . . .  
Asfar & Co. . . . .  
Banque d'Athènes . . . . .  
» » . . . . .  
» » . . . . .  
» » . . . . .  
Banque Commerciale de Palestine . . . . .  
Banque d'Orient . . . . .  
» » . . . . .  
Banque de Salonique . . . . .  
Banque Impériale Ottomane . . . . .

Cairo, Egypt.  
Jerusalem.  
Beirut.  
Baghdad.  
Constantinople.  
Salonica.  
Samsoun.  
Smýrna.  
Cairo, Egypt.  
Jerusalem.  
Smýrna.  
Salonica.  
Constantinople.  
Constantinople.

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

**Bath Heaters.**

|                                                      |                         |
|------------------------------------------------------|-------------------------|
| Friedmann & Fils, J. R., Importers 32 Rue du Tunnel. | Galata, Constantinople. |
|------------------------------------------------------|-------------------------|

**Beds and Supplies.**

|                                                        |                        |
|--------------------------------------------------------|------------------------|
| Chasseaud & Co., F. W., Impr's. Kossova Han, Sirkedji. | Constantinople.        |
| Lambichi, M. E , Importer.                             | Smyrna.                |
| Suffern & Co., Exporters, 90-96 Wall St.               | New York, N.Y., U.S.A. |

**Beer.**

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

**Bees Wax**

|                                 |         |
|---------------------------------|---------|
| Kabbaz & Co., P. A., Exporters. | Aleppo. |
|---------------------------------|---------|

**Belting.**

|                              |         |
|------------------------------|---------|
| Seferiades, S. A., Importer. | Smyrna. |
|------------------------------|---------|

**Bicycles & Sundries**

|                                                       |                 |
|-------------------------------------------------------|-----------------|
| Altiparmak-Mertzanoff, C. S., Importer, Taxim, Pera . | Constantinople. |
|-------------------------------------------------------|-----------------|

**Blotting Paper.**

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

**Blowing.**

|                                                          |                      |
|----------------------------------------------------------|----------------------|
| Southwark Foundry & Mach. Co., Wash'gt'n Ave., & 5th St. | Philadelphia, U.S.A. |
|----------------------------------------------------------|----------------------|

**Boots and Shoes.**

|                                                         |                 |
|---------------------------------------------------------|-----------------|
| Andrea & Barba, Importers.                              | Salonica.       |
| Chasseaud & Co., F. W., Importers, Kossova Han Sirkedji | Constantinople. |
| Cohen, Salomon, Importer, Deutsche Post, Fach 60 .      | Constantinople. |
| Damiani, Barnabé, Importer                              | Jerusalem.      |
| Daoud & Abdo, Importers                                 | Beirut.         |
| Elkiatib, Salim, Importer, Elkiatib Han                 | Constantinople. |
| Fulias & Co., Importers, Abid Han, Galata.              | Constantinople. |
| Georgatos, N.E. Manufacturer                            | Athens, Greece. |
| Hananel, N.B., Importer, Ekberié Han, Stamboul          | Constantinople. |
| Hindié Frères, Importers                                | Aleppo.         |
| Hug & Co., J., Importer.                                | Cairo, Egypt    |
| Kirchner & Co.. Importers.                              | Aleppo.         |
| MacVittie, F., Importer,                                | Smyrna.         |

|                                                                            |                    |
|----------------------------------------------------------------------------|--------------------|
| Magnifico, E.A., Importer . . . . .                                        | Smyrna.            |
| Rosenwasser Bros , Mfrs. & Exporters, 472 Broadway.                        | New York, U. S. A. |
| Sciaky, Salomon J., Importer . . . . .                                     | Salonica.          |
| Sursock, Aziz, Importer . . . . .                                          | Tarsus.            |
| Tambakis, E. C., Importer . . . . .                                        | Smyrna.            |
| Turco-American Agency, Importers, Enomotarchi Han,<br>16, Galata . . . . . | Constantinople.    |
| Valescaki, Spiro, Importer . . . . .                                       | Cairo, Egypt.      |

**Builders' Hardware.**

|                                                                            |                        |
|----------------------------------------------------------------------------|------------------------|
| Blum & Levy, Importers . . . . .                                           | Jerusalem.             |
| Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji                    | Constantinople.        |
| Kuster & Co., R., Importer . . . . .                                       | Cairo, Egypt.          |
| Mill, E. H., Importer, Kutchuk Millet Han, Galata . .                      | Constantinople.        |
| Matteossian, Leon, Importer, Tevekel Han, Galata. . .                      | Constantinople.        |
| Miller Lock Co., Mfrs & Exporters, Frankford . . . .                       | Philadelphia, U.S. A.  |
| Russell & Erwin Mfg. Co., Exporters . . . . .                              | New York, N.Y., U.S.A. |
| Tiano, Fli., Importers. . . . .                                            | Salonica.              |
| Turco-American Agency, Exporters, Enomatarchi Han,<br>16, Galata . . . . . | Constantinople.        |
| Vafiades, V., Importer . . . . .                                           | Trebizond.             |

**Canary Seed.**

|                                                        |                         |
|--------------------------------------------------------|-------------------------|
| Sebastopoulo, A.D., Eexporter, Kutchuk Millet Han 14,  | Galata, Constantinople. |
| The Levant Products Trading Co., Imprs, 38-40 W.32 St. | New York, U. S. A.      |
| Whittall & Co., J. W., Exporters, Kenadjian Han, Stam. | Constantinople.         |

**Candles.**

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

**Camping Outfitters.**

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

**Carpenters.**

|                                              |                 |
|----------------------------------------------|-----------------|
| Maison Psalty, Rue Kabristan, Pera . . . . . | Constantinople. |
|----------------------------------------------|-----------------|

**Carpets and Rugs.**

|                                                        |                          |
|--------------------------------------------------------|--------------------------|
| Andria, H.de, Exporter . . . . .                       | Constantinople.          |
| Asfar & Co., Exporters . . . . .                       | Baghdad.                 |
| Blackler, F., Exporter. . . . .                        | Smyrna.                  |
| Castelli, N., Exporter, Validé Han, Stamboul . . . . . | Constantinople.          |
| Chasseaud, F. W., Exporter, Kossova Han, Stamboul.     | Constantinople.          |
| Djismardahoss, Kegham, Expor, Kodjamanoglou Han.       | Stamboul, Constantinople |
| Filipachi, Paul, P., Exporter, Keuprulu Han, Stamboul  | Constantinople.          |
| Gulbenkian Bros & Co., Gulbenkian Han, Stamboul .      | Constantinople.          |
| Haim, S., Musée Oriental, Kabristan 14, Péra . . . .   | Constantinople.          |
| Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul   | Constantinople.          |
| Kafaroff, Talip. Exporter, Rassim Pacha Han, Stamboul. | Constantinople.          |
| Karadaghli, A. E., Exporter, Djésérié Han, Stamboul .  | Constantinople.          |
| Karagheusian, A. & M., Exporters, Astardjian Han . .   | Stamboul, Constantinople |
| Kevork Skender, K. & D , Exporters . . . . .           | Baghdad.                 |
| Maghak, Fathalla D., Exporter . . . . .                | Baghdad.                 |
| Mazlumian Bros., Exporters, Ralli Han, Stamboul . . .  | Constantinople.          |
| Messayeh, Joseph J , Exporter . . . . .                | Baghdad.                 |
| » R. D., Exporter. . . . .                             | Baghdad.                 |
| Messulam, A., Exporter, Saidié Han, Stamboul . . . .   | Constantinople.          |

|                                                           |                  |
|-----------------------------------------------------------|------------------|
| Oriental Carpet Manufacturers Ltd., Exporters . . . . .   | Smyrna.          |
| »      »      »      »      » . . . . .                   | Constantinople.  |
| Panayotoglou, Avraam V., Exporter, Seraï-Emir . . . . .   | Teheran, Persia. |
| Pappadopoulou, M. N., Exporter . . . . .                  | Constantinople.  |
| Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamb.    | Constantinople.  |
| Rostomian, R., Keuorulu Han, Stamboul . . . . .           | Constantinople.  |
| Sadullah, R. Levy & Mandil, Exporters, Stamboul . . . . . | Constantinople.  |
| Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, Stamb.    | Constantinople.  |
| Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamb.      | Constantinople.  |
| Vayanos Frères., Exporters . . . . .                      | Sillé, Konia.    |

**Carriages (Vehicles, etc.)**

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

**Casings (Sausage) — See Guts.****Cigarettes.**

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

**Clocks and Watches.**

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

**Clothing (Ready Made.)**

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

**Coal.**

|                                                 |                       |
|-------------------------------------------------|-----------------------|
| Cauchi, Fli., Importers . . . . .               | Salonica.             |
| Meek, William, Importer . . . . .               | Aden, British Arabia. |
| Molho, Isaac, Importer . . . . .                | Salonica.             |
| Petsaly, S., Importer . . . . .                 | Egypt.                |
| Pharaon & Fils, R., Importers . . . . .         | Beirut.               |
| Rees & Co., Ltd., T. Bowen, Importers . . . . . | Smyrna.               |
| Reppen, Theo., Importer, Arabian Han . . . . .  | Constantinople.       |
| Saltiel, Nico, Importer . . . . .               | Salonica.             |
| Theodoridi & Co., Importers . . . . .           | Braila, Roumania.     |
| Whittall & Co., C., Importers . . . . .         | Smyrna.               |

**Coffee.**

|                                           |                       |
|-------------------------------------------|-----------------------|
| Arnold, Cheney & Co., Exporters . . . . . | Aden, British Arabia. |
| Medawar, A. E., Exporter . . . . .        | Aden, British Arabia. |

**Collections.**

|                                                          |                   |
|----------------------------------------------------------|-------------------|
| National Credit Corporation, Title & Trust Bldg. . . . . | Chicago, U. S. A. |
|----------------------------------------------------------|-------------------|

**Commercial Reports.**

|                                                          |                   |
|----------------------------------------------------------|-------------------|
| National Credit Corporation, Title & Trust Bldg. . . . . | Chicago, U. S. A. |
|----------------------------------------------------------|-------------------|

**Concrete and Cement.**

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

**Commission Agents.—See General Importers and Exporters****Constructors & Contractors.**

|                          |         |
|--------------------------|---------|
| Afimus & Hacho . . . . . | Beirut. |
|--------------------------|---------|

**Copper.**

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

**Corn Flour**

|                                             |                   |
|---------------------------------------------|-------------------|
| Eckhart & Co., John W., Exporters . . . . . | Chicago, U. S. A. |
|---------------------------------------------|-------------------|

**Cotton.**

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

**Cotton Duck Belting.**

|                                                    |                        |
|----------------------------------------------------|------------------------|
| The Gandy Belting Co., Mfrs. & Exporters . . . . . | Baltimore, Md., U.S.A. |
|----------------------------------------------------|------------------------|

**Cotton Goods.**

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Abdeni & Co., G.G., Importers . . . . .                 | Aleppo.                 |
| Altitzoglou Fils, J., Importers . . . . .               | Mersine.                |
| Arnold, Cheney & Co., Importers . . . . .               | Aden, British Arabia.   |
| Audi & Co., B., Importers . . . . .                     | Beirut.                 |
| Avedikian Frères, Importers . . . . .                   | Smyrna.                 |
| Baltazzi, Theo. S., Importer . . . . .                  | Smyrna.                 |
| Bear Mill Mfg. Co., 120 Franklin St. . . . .            | New York, N. Y., U.S.A. |
| Berk, Puttnam & Co., Importers . . . . .                | Baghdad.                |
| Blockey, Cree & Co., » . . . . .                        | Baghdad.                |
| Chachaty Frères, Importers . . . . .                    | Mersine.                |
| Cohen Mordoh & Co., Importers . . . . .                 | Salonica.               |
| Cohen, Salomon, Importer, Deutsche Post, Fach 60, . . . | Constantinople.         |
| Coufopoulos, D. G., 25 Buyuk Millet Han, Galata . . .   | Constantinople.         |
| Edwards & Sons, Importers, Dilziz Zadé Han, Stamb.      | Constantinople.         |
| Elishaa, Nessim, Importer . . . . .                     | Baghdad.                |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .       | Constantinople.         |

|                                                             |                       |
|-------------------------------------------------------------|-----------------------|
| Elowe, Raphael, Importer . . . . .                          | Baghdad.              |
| Enriquez, Clemente, » . . . . .                             | Baghdad.              |
| Etablissements Orosdi-Back, Importers . . . . .             | Constantinople.       |
| Eustathopoulo, & Co., Nap., Imprs, Arnopoulos Han, St.      | Constantinople.       |
| Fils de G. Errara & Co., Importers . . . . .                | Salonica.             |
| Gelat, Elias Thomas, Importer . . . . .                     | Jerusalem.            |
| Giraud, O., Importer, Hagopian Han, Galata . . . . .        | Constantinople.       |
| Haddad, Elias And., Importer . . . . .                      | Beirut.               |
| Haldéopoulos, N. P., Importer . . . . .                     | Trebizond.            |
| Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamb.        | Constantinople.       |
| Hindié, Elias, Importer . . . . .                           | Aleppo.               |
| Hochstrasser & Co., Importers . . . . .                     | Trebizond.            |
| »      »      » . . . . .                                   | Samsoun.              |
| Jeboury, Beythoum, Importer . . . . .                       | Baghdad.              |
| Juda & Salmona, Importers . . . . .                         | Salonica.             |
| Kabbaz & Co., P. A., Importers . . . . .                    | Aleppo.               |
| Klonski, A. H., Importer . . . . .                          | Hebron.               |
| Louisides & Co., P. J., Importers . . . . .                 | Larnaca, Cyprus.      |
| Lynch & Co., Stephen, Importers . . . . .                   | Baghdad.              |
| Maghak, Fat. D., Importer . . . . .                         | Baghdad.              |
| Manachy, Lorenzo Y., Importer . . . . .                     | Aleppo.               |
| Marcantonakis & Manoussakis . . . . .                       | Candia, Crete.        |
| H. Manuelian & Co , Importers . . . . .                     | Mersine.              |
| Matteossian, Leon, Importer, Tevekel Han, Galata. . . . .   | Constantinople.       |
| Medavar, A. E., Importer . . . . .                          | Aden, British Arabia. |
| Messayeh, Joseph J., Importer . . . . .                     | Baghdad               |
| Mitrani, Joseph, Importer . . . . .                         | Adrianople.           |
| Modiano, Joseph Is., Importer . . . . .                     | Salonica.             |
| Modiano, Saül Is., Importer . . . . .                       | Salonica              |
| Modiano, Ugo R., Importer. . . . .                          | Salonica.             |
| Morpurgo, Moise Importer . . . . .                          | Salonica.             |
| Mouradian, Kevork, Importer, Stamboul. . . . .              | Constantinople.       |
| Panayotoglou, Avraam V., Importer, Seraï-Emer . . . . .     | Teheran, Persia.      |
| Peristiany & Frères, J. Th., Importers . . . . .            | Alexandretta.         |
| Philippou, A.. Importer . . . . .                           | Janina, Albania.      |
| Putnam-Hooker Co., The, Exporters, 56 Worth St. . . . .     | New York, U.S.A.      |
| Saloum, Helou & Co., Importers . . . . .                    | Beirut.               |
| Sasoon & Co., Ltd., David, Importers . . . . .              | Bagdad.               |
| Scheffels, Otto, Importer, Elkiatib Han, Stamboul. . . . .  | Constantinople.       |
| Schuep & Co., Importers . . . . .                           | Aleppo.               |
| Stevens & Co., J. P., Exporters, 23 & 25 Thomas St. . . . . | New York, U.S.A.      |
| Suffern & Co., Exporters, 90-96, Wall Street . . . . .      | New York, U.S.A.      |
| Tiano, Henri, Importer . . . . .                            | Salonica.             |
| Vafiadachi, M. & A , Importers . . . . .                    | Smyrna.               |
| Varbetian, L. & L., Importers . . . . .                     | Smyrna.               |
| Wellington, Sears & Co., 93 Franklin St. . . . .            | Boston, Mass., U.S.A. |
| Zarifi, L., Importer, Hagopian Han, Galata. . . . .         | Constantinople.       |
| Zelvéian, M. & K. S., Importers . . . . .                   | Mersine.              |

**Cotton Seed Oil.**

|                                                          |                  |
|----------------------------------------------------------|------------------|
| Amar & Co , S., Importers, Validé Sultan Han, Stamb.     | Constantinople.  |
| American Cotton Oil Co., Exporters, 27, Beaver Street.   | New York, U.S.A. |
| Aspegren & Co., Exporters, Produce Exchange . . . . .    | New York, U.S.A. |
| Canzuch, Ferdinand, (Fr. Ferkir's Erben), Imprs. . . . . | Constantinople.  |
| Carciopoulos, Marc C., Import., Rifaat Bey Han, Galata.  | Constantinople.  |
| Chasseaud & Co., F.W., Import., Kossova Han, Sirkedji    | Constantinople.  |

|                                                            |                          |
|------------------------------------------------------------|--------------------------|
| Christofa, Apostole P. H., Importer . . . . .              | Mitylene, Turkey.        |
| Cohen Mordoh & Co., Importers . . . . .                    | Salonica.                |
| Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .        | Constantinople.          |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .          | Constantinople.          |
| Eustathopoulos, Nap., & Co. Importer, Arnopoulos Han, .    | Stamb., Constantinople.  |
| Fulias & Co., Importers, Abid Han, Galata . . . . .        | Constantinople.          |
| Giraud, O., Importer, Hagopian Han, Galata . . . . .       | Constantinople.          |
| Goldenberg & Fils, David . . . . .                         | Braila, Roumania.        |
| Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul .     | Constantinople.          |
| Hug & Co., J., Importers . . . . .                         | Cairo, Egypt.            |
| Juda & Salmona, Importers . . . . .                        | Salonica.                |
| Louisides, & Co., P. J., Importers . . . . .               | Larnaca, Cyprus.         |
| Louisville Cotton Oil Co., Mfrs & Exporters . . . . .      | Louisville, Ky., U.S.A.  |
| Manachy & Fils, Yanni, Importers . . . . .                 | Aleppo.                  |
| Marcopoli & Co., V., Importers . . . . .                   | Aleppo.                  |
| Mill, E. H., Importer, Kutchuk Millet Han, Galata . .      | Constantinople.          |
| Millioris, François, Importer, Nomico Han 23, 24, Galata . | Constantinople.          |
| Mitrani, Joseph, Importer . . . . .                        | Adrianople.              |
| Modiano & Co.. Levy V., Importers . . . . .                | Salonica.                |
| Molho, Isaac, Importer . . . . .                           | Salonica.                |
| Navarro, Em. Is., Importer . . . . .                       | Salonica.                |
| Pharaon, Issa, Schoucair & Co., Importers . . . . .        | Beirut.                  |
| Procter & Gamble Co., Exporters . . . . .                  | Cincinnati, Ohio, U.S.A. |
| Saporta & Baraha, Importers . . . . .                      | Salonica.                |
| Sarantis Frères, Importers, 19, 20, Omar Abid Han, Gal.    | Constantinople.          |
| Seefelder, Hans, Importer . . . . .                        | Salonica.                |
| Sourlangas Fils, E. N., Importer, Kossova Han, Stamb.      | Constantinople.          |
| Suffern & Cö., Exporters, 90-96, Wall Street . . . . .     | New York, N. Y., U.S.A.  |
| Tasartez & Barzilai, Importers, Tohafdzi Han, Stamb.       | Constantinople.          |
| Tiano, Henri, Importer . . . . .                           | Salonica.                |
| Xanthos, C., Importer . . . . .                            | Salonica.                |

**Cotton Yarn.**

|                                                    |                 |
|----------------------------------------------------|-----------------|
| Abdeni & Co., G. G., Importers . . . . .           | Aleppo.         |
| Audi & Co., B.. Importers . . . . .                | Beirut.         |
| Baltazzi, Theo. S., Importer . . . . .             | Smyrna.         |
| Fils de G. Errara & Co., Importers . . . . .       | Salonica.       |
| Hindié, Elias, Importer . . . . .                  | Aleppo.         |
| Mouradian, Kevork, Importer, Stamboul . . . . .    | Constantinople. |
| Peristiany & Frères, J. Th., Importers . . . . .   | Aleppo.         |
| Simeonoglou, Aristides, Exporter . . . . .         | Adana.          |
| Société Commerciale du Levant, Importers . . . . . | Salonica.       |

**Currants.**

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

**Customs House Brokers.**

|                                                      |                 |
|------------------------------------------------------|-----------------|
| Curmusi, Theo. N., Tchinili Rihtim Han, Galata . . . | Constantinople. |
| Khouri, G. & A., Farrah . . . . .                    | Beirut.         |

**Decoration (Interior)**

|                                             |                 |
|---------------------------------------------|-----------------|
| Maison Psalty, Rue Kabristan, Pera. . . . . | Constantinople. |
|---------------------------------------------|-----------------|

**Dental Supplies**

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

**Department Stores**

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

**Directories.**

|                                                            |            |
|------------------------------------------------------------|------------|
| Sachs, Elimeloh, Jerusalem Trade Directory, Souk-el-Bazar. | Jerusalem. |
|------------------------------------------------------------|------------|

**Draperies.**

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

**Drugs and Pharmaceutical Products.**

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

**Dyes**

|                                   |         |
|-----------------------------------|---------|
| Schuep & Co., Importers . . . . . | Aleppo. |
|-----------------------------------|---------|

**Earth Handling Machinery.**

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

**Electrical Supplies.**

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

**Elevators.**

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

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

|                                                          |                        |
|----------------------------------------------------------|------------------------|
| Avery Co., Exporters . . . . .                           | Peoria, Ill., U.S.A.   |
| Holt Caterpillar Co., Exporters, 50 Church St. . . . .   | New York, U.S.A.       |
| International Harvester Co., Ferdinandstr. 5, Hamburg, 1 | Germany.               |
| Southwark Foundry & Machine Co., Wash. Ave. & 5th Sts.   | Philadelphia, U. S. A. |
| Standard Gas Engine Co., Mfrs. & Exprs., California St., | San Francisco, U.S.A.  |

|                                                              |                             |
|--------------------------------------------------------------|-----------------------------|
| Walter A. Wood Mowing & Reaping Machine Co., Exprs . . . . . | Hoosick Falls, N.Y., U.S.A. |
| Walter A. Wood Co., Ltd., 36 Worship St. . . . .             | London, England.            |
| Walter A. Wood Company, m.b.H., Elisabethufer 5/6            | Berlin, Germany.            |
| Waterloo Gasoline Engine Co., Exporters . . . . .            | Waterloo, Iowa, U.S.A.      |
| Wichita Falls Motor Co., Mfrs. & Exporters Tractors. . . . . | Wichita Falls, Tex., U.S.A. |
| Wolverine Motor Works, Exporters . . . . .                   | Bridgeport, Conn., U.S.A.   |

**Engineering.**

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

**Exporters (General).**

|                                                            |                         |
|------------------------------------------------------------|-------------------------|
| Arsen & Co., A. G., Gulbenkian Han, Stamboul. . . . .      | Constantinople.         |
| Berk, Püttmann & Co. . . . .                               | Baghdad.                |
| Essefian, Parsegh G., 28 Khorassandji Han, Sirkedji.       | Constantinople.         |
| Kizioglu & 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.  |
| Wönckhaus & Co., Robert, . . . . .                         | Baghdad.                |

**Feed Stuffs.**

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

**Firearms and Ammunition.**

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

**Fire Engine Trucks.**

|                                                      |                             |
|------------------------------------------------------|-----------------------------|
| Wichita Falls Motor Co., Mfrs. & Exporters . . . . . | Wichita Falls, Tex., U.S.A. |
|------------------------------------------------------|-----------------------------|

**Fittings.**

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

**Fish (Dried, Salt.)**

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

**Flooring.**

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

**Flour.**

|                                                            |                   |
|------------------------------------------------------------|-------------------|
| Capayannides, G., Importer . . . . .                       | Trebizond.        |
| Cariciopulo, Marc C., Imp., 12, Ibrahim Rifaat Han Galata, | Constantinople.   |
| Filipakis, Geo. Is., Manufacturer, . . . . .               | Adalia, Turkey.   |
| Eckhart & Co., John W., Exporters. . . . .                 | Chicago, U. S. A. |
| Hadjopoulo & Sperco, Inc., 29 Broadway. . . . .            | New York, U.S.A.  |
| Kouyoumdjian, Khosrov, Importer . . . . .                  | Baghdad.          |
| Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.      | Constantinople.   |
| Stock & Mountain, Importers, Khorassandji Han, Stamb.      | Constantinople.   |

**Fountain Pens.**

|                                                             |                        |
|-------------------------------------------------------------|------------------------|
| Waterman Co., L. E., Exporters, 173, Broadway . . . . .     | New York, U.S.A.       |
| <b>Fruits (Dried: Almonds, Dates, Figs, Raisins, etc.).</b> |                        |
| Arevian, Aram, Importer, Tépé Bachi 37, Pera . . . . .      | Constantinople.        |
| Asfar & Co., Date Packers . . . . .                         | Baghdad.               |
| Austro-Oriental Trading Co Ltd., Exporters . . . . .        | Baghdad.               |
| Barff & Co. Ltd., P. G., Exporters . . . . .                | Smyrna.                |
| Chasseaud & Co., F. W., Exporters, Kossova Han, Sirkedji    | Constantinople.        |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . .          | Philadelphia, U.S.A.   |
| Coënca Frères, Exporters, 38 Avenue de la Sub. Porte,       | Constantinople.        |
| Elowe, Raphael J., Exporter . . . . .                       | Baghdad.               |
| Georgiadès & Co., Exporters . . . . .                       | Smyrna.                |
| Habicht, Braun & Co.. Importers, Hudson & Laight St.        | New York, N.Y., U.S.A. |
| Hadjopoulo & Sperco, Inc., Importers, 29 Broadway . .       | New York, N.Y., U.S.A. |
| The Hills Bros. Co, Exporters . . . . .                     | Bassorah.              |
| Wm. Hills Jr. & Co., Exporters . . . . .                    | Bassorah.              |
| Hochstrasser & Co , Exporters . . . . .                     | Samsoun.               |
| " " " "                                                     | Trebizond.             |

|                                                           |                  |
|-----------------------------------------------------------|------------------|
| Jaburg Brothers, Importers, 10 & 12 Leonard St. . . . .   | New York, U.S.A. |
| Klonski, A. H., Exporter . . . . .                        | Hebron.          |
| Maghak, Fathalla D., Exporter . . . . .                   | Baghdad.         |
| Marcantonakis & Manoussakis, Exporters . . . . .          | Candia, Crete.   |
| Mégarbané, G H., Exporter . . . . .                       | Aintab.          |
| Mégarbané & Fils, Habib, Exporters . . . . .              | Aleppo.          |
| Messayah, Joseph J., Exporter . . . . .                   | Baghdad.         |
| Missir & Co., Exporters . . . . .                         | Smyrna.          |
| Mumdjian Bros., Exporters . . . . .                       | Trebizond.       |
| Reggio & Co.. Ant., Exporters . . . . .                   | Smyrna.          |
| Schamasch, Gourgie & Cie., Exporters. . . . .             | Baghdad.         |
| Shabandar, Mahmoud, Exporter . . . . .                    | Baghdad.         |
| Stassinopoulos, S. A , Exporter . . . . .                 | Smyrna.          |
| The Levant Products Trading Co., Impr's, 38-40, W. 32 St. | New York, U.S.A. |
| Warde, Naasan & Co., Exporters . . . . .                  | Beirut.          |
| Whittall & Co., C., Exporters . . . . .                   | Smyrna.          |
| Wönckhaus & Co., Robert, Exporters of Dates . . . . .     | Baghdad.         |

**Furniture.**

|                                                      |                         |
|------------------------------------------------------|-------------------------|
| Baker A., Importer, 470 Grande Rue de Péra. . . . .  | Constantinople.         |
| Karpen & Bros., Mfrs & Exprs, 37th. St. & B'way . .  | New York, U. S. A.      |
| Lambichi, M E., Importer . . . . .                   | Smyrna.                 |
| MacVittie, F. J., Importer . . . . .                 | Smyrna.                 |
| Montgomery Ward & Co., Exporters . . . . .           | Chicago, Ill., U. S. A. |
| Nahmias, Samuel et Fils, Importers. . . . .          | Salonica.               |
| Sioufi, Elie, Manufacturer . . . . .                 | Beirut.                 |
| Tagger, J. H., Importers. . . . .                    | Jaffa & Jerusalem       |
| Psalty, Mfr. & Importer, R. Kabristan, Pera. . . . . | Constantinople.         |

**Galvanized Sheet Metals.**

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

**Glass.**

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

**General Exporters and Importers.**

|                                                                             |                           |
|-----------------------------------------------------------------------------|---------------------------|
| Abdeni & Co.                                                                | Aleppo.                   |
| Abramowitz, Leon P., 80 Calla Moslior                                       | Bucharest.                |
| Asfar & Co.                                                                 | Baghdad.                  |
| Assa, Salomon H., Sarioglou Han, Stamboul                                   | Constantinople.           |
| Audi & Co., B.                                                              | Beirut.                   |
| Austro-Oriental Trading Co. Ltd.                                            | Baghdad.                  |
| Baldwin, Theo. A.                                                           | Brussa.                   |
| Banque Commerciale de Palestine                                             | Jerusalem.                |
| Benveniste, Haim & Albert                                                   | Salonica.                 |
| Chamarakis, E. D                                                            | Rethymno, Crete.          |
| Chasseaud & Co., F. W., Kossova Han, Sirkedji, Stamb.                       | Constantinople.           |
| Chipman Limited, 10 Bridge St.                                              | New York, N. Y., U.S.A.   |
| Cohen Mordoh & Cie                                                          | Salonica.                 |
| Coutopoulos, D. G., Alyanak Han, Stamboul                                   | Constantinople.           |
| Damiani, Barnabé                                                            | Jerusalem.                |
| Dizengoff, M.                                                               | Jaffa.                    |
| Fils d'Abraham Nahman                                                       | Salonica.                 |
| Gelat, Elias Th.                                                            | Jerusalem.                |
| Haim, D.                                                                    | Jaffa.                    |
| Haldéopoulo, N. P.                                                          | Trebizond.                |
| Hancock & Wood.                                                             | Patras, Greece.           |
| Hindié, Elias                                                               | Aleppo.                   |
| Hochstrasser & Co.                                                          | Trebizond                 |
| » »                                                                         | Samsoun.                  |
| Iahiel, Isaac I.                                                            | Salonica.                 |
| Kaul, Wilhelm Franz                                                         | Angora.                   |
| Krönig, Hermann, Rustchuk, Philippopol, Varna, Sofia and Bourgas, Bulgaria. | Bourgas, Bulgaria.        |
| 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 & Manoussakis.                                                | Candia, Crete.            |
| Marcopoli & Co., V.                                                         | Aleppo.                   |
| Melissinos, Bernard.                                                        | Piraeus, Greece.          |
| Mill, E. H., Kutchuk Millet Han, Galata.                                    | Constantinople.           |
| Mitrani, Joseph.                                                            | Adrianople.               |
| Modiano, Ugo R.                                                             | Constantinople.           |
| Mumdjian Bros.                                                              | Trebizond.                |
| Nemli Zadé Frères                                                           | Trebizond.                |
| Panayotoglou, Avraam V., Seraï-Emir.                                        | Teheran, Persia.          |
| Peristiany & Frères, J. Th.                                                 | Alexandretta.             |
| Petsaly, S.,                                                                | Cairo & Port Said, Egypt. |
| Phostiropoulo Frères                                                        | Trebizond.                |
| Pisani, Alex. C.                                                            | Kerassund.                |
| Reppen, Theo, Arabian Han, Galata.                                          | Constantinople.           |
| Rindelaub, Robert C., Sabit Bey Han 30-33, Galata                           | Constantinople.           |
| Sasoon & Co., Ltd., David                                                   | Baghdad.                  |
| Schapira, J. M., 10 Rue Colocotroni.                                        | Athens, Greece.           |
| Sciaky & Co., Victor                                                        | Salonica.                 |
| Scialom, Isaac Moise                                                        | Salonica.                 |
| Seefelder, Hans                                                             | Salonica.                 |
| Shabandar, Mahmoud                                                          | Baghdad.                  |
| Slipp, Paul E.,                                                             | Aden, British Arabia.     |
| Spathopoulo Frères, P.                                                      | Kerassund.                |

|                                               |  |                        |
|-----------------------------------------------|--|------------------------|
| Stassinopoulos, S. A.                         |  | Smyrna.                |
| Strick Scott & Co., Ltd                       |  | Baghdad.               |
| Sussman & Co., 90-96 Wall St.                 |  | New York, N.Y., U.S.A. |
| Tatian, A., 23 Central St., Room 8            |  | Boston, U. S. A.       |
| Tiano, Henri.                                 |  | Salonica.              |
| Turnbull, Jr. & Somerville                    |  | Valetta, Malta.        |
| Vassiliou, Pittacos                           |  | Mitylene.              |
| Whittall & Co., J.W., Kenadjian Han, Stamboul |  | Constantinople.        |
| Zini, A. T.                                   |  | Patras, Greece.        |

**Glucose.**

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

**Government Contractors.**

|                                                          |            |                           |
|----------------------------------------------------------|------------|---------------------------|
| Aboaf & Co., A., P.O.B. 366.                             |            | Cairo, Egypt.             |
| Avigdor, N. S.. Inayet Han 67, 68 S'amboul               |            | Constantinople.           |
| Baker, Geo. & A., Army contractors, 370 Gde Rue de Péra. |            | Constantinople.           |
| Bucknam, R. D., Assicurazione Generali Han Galata,       |            | Constantinople.           |
| Chisnell & Sons Co., Ltd., George, Galata                |            | Constantinople.           |
| Edwards & Sons, Dilsiz Zadé Han, Stamboul                |            | Constantinople.           |
| Essayan & Frères, Hagop, Sirkedji 46, Stamboul           |            | Constantinople.           |
| Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata.        |            | Constantinople.           |
| Giraud, O., Hagopian Han, Galata                         |            | Constantinople.           |
| Friedmann & Fils, J. R., Rue du Tunnel, 32, Galata,      |            | Constantinople.           |
| Hecht, Emil, Angora Han, Stamboul                        |            | Constantinople.           |
| Langdon, J. D., Naval Contractor                         |            | Smyrna.                   |
| Petsaly, S.                                              | Alexandria | Cairo & Port Said, Egypt. |
| Rosenwasser Bros., U.S. Gov't. Contractor, 472, B'way.   |            | New York, U. S. A.        |
| Schefels, Otto, Elkiatib Han, Stamboul                   |            | Constantinople.           |

**Grain & Cereals.**

|                                                         |  |                 |
|---------------------------------------------------------|--|-----------------|
| Sciaky, Salomon J., Exporter                            |  | Salonica.       |
| Kouyoumdjian, Kh., Exporter                             |  | Baghdad.        |
| Seefelder, Hans, Exporter                               |  | Salonica.       |
| Simeonoglou, Aristides, Exporter                        |  | Mersine.        |
| Sursock, Aziz, Exporter                                 |  | Tarsus.         |
| Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb. |  | Constantinople. |
| Wönckhaus & Co., Robert, Exporters                      |  | Baghdad.        |
| Xanthos, C., Exporter                                   |  | Salonica.       |

**Groceries.**

|                                                          |  |                  |
|----------------------------------------------------------|--|------------------|
| Cacoulides, J. P. H., Exporter                           |  | Trebizond.       |
| Capayannides, G., Importer                               |  | Trebizond.       |
| Economic Co-operative Society, Ltd., Importers           |  | Constantinople.  |
| Errera, Isaac G., Importer                               |  | Salonica.        |
| Eustathopoulos, & Co., N., Impors, Arnopoulos Han, St.   |  | Constantinople.  |
| Goldberg, Tewel, Importer                                |  | Jerusalem.       |
| Habicht, Braun & Co., Hudson & Laight Sts.               |  | New York, U.S.A. |
| Hannania, Joseph, Importer                               |  | Baghdad.         |
| Hindié Frères, Importers                                 |  | Aleppo.          |
| Hochstrasser & Co., Exporter                             |  | Trebizond.       |
| Jaburg Brothers, Importers, 10 & 12 Leonard St.          |  | New York, U.S.A. |
| Koukaz & Zaloom, Exporters (Syrian Provisions)           |  | Beirut.          |
| Leslie & Co., John H., Importers, 29, Lake St.           |  | Chicago, U. S.A. |
| Mahokian, A., Exporter                                   |  | Trebizond.       |
| Millioris, François, Importer, Nomico Han 23, 24, Galata |  | Constantinople.  |

|                                                           |                      |
|-----------------------------------------------------------|----------------------|
| Modiano & Co., Levy V., Exporters . . . . .               | Salonica.            |
| Navarro, Emmanuel Is., Importer . . . . .                 | Salonica.            |
| Navarro M., Exporter . . . . .                            | Salonica.            |
| » & Mijan, Importers . . . . .                            | Salonica.            |
| Nemli Zadé Frères, Importers . . . . .                    | Trebizond.           |
| Rindelaub, Rob't C., Importer, Sabit Bey Han, 30/33, Gal. | Constantinople.      |
| Seefelder, Hans, Importer . . . . .                       | Salonica.            |
| Sevastopoulo, A.D., Imp., Kutchuk Millet Han, 14, Gal.    | Constantinople.      |
| Tagger, J. H., Importers . . . . .                        | Salonica.            |
| Xanthos, C., Exporter . . . . .                           | Jaffa and Jerusalem. |

### Gum Tragacanth.

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

### Guts (Sausage Casings).

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

### Hair Curlers.

West Electric Hair Curler Co., 45 S. Front St. . . . .

Philadelphia, U. S. A.

### Hardware and Tools.

|                                                          |                         |
|----------------------------------------------------------|-------------------------|
| 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. |
| Berk, Puttnam & Co., Importers . . . . .                 | Baghdad.                |
| Blum & Levy, Importers . . . . .                         | Jerusalem.              |
| Cariciopoulos, Marc C., Importer, 12 Ibrahim Rifaat Han. | Galata, Constantinople. |
| Chisnell & Sons Co., Ltd., George, Galata . . . . .      | Constantinople.         |
| Cohen, Salomon, Importer, Deutsche Post, Fach 60, . .    | Constantinople.         |

|                                                              |                        |
|--------------------------------------------------------------|------------------------|
| Devlin Mfg. Co., Thos., (Carriage & Saddlery Hardware).      | Philadelphia, U. S. A. |
| Di-ton & Sons, Henry, P.O.B. 1537 . . . . .                  | Philadelphia, U. S. A. |
| Dizengoff, M., Importer . . . . .                            | Jaffa.                 |
| Edwards & Sons, Importers, Dilsiz Zadé Han, Stamb .          | Constantinople.        |
| Enriquez, Clement, Importer . . . . .                        | Baghdad.               |
| Enterprise Mfg. Co., The, Mfrs. & Exp., 3d & Dauphin St.     | Philadelphia, U. S. A. |
| Etablissements Orosdi Back, Importers . . . . .              | Constantinople.        |
| Fils de G. Errara & Co., Importers . . . . .                 | Salonica.              |
| Franghakis & Sinnosoglou, Importers . . . . .                | Adana.                 |
| Goldenberg & Fils, David . . . . .                           | Braila, Roumania.      |
| Haim, D., Importer . . . . .                                 | Jaffa.                 |
| Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamb.,          | Constantinople.        |
| Kaul, Wilhelm Franz, Importer . . . . .                      | Angora.                |
| Kuster & Co., R.. . . . .                                    | Cairo, Egypt.          |
| Lambichi, M. E., Importer . . . . .                          | Smyrna.                |
| Manachy, Lorenzo Y., Importer . . . . .                      | Aleppo.                |
| MacVittie, F. J., Importer . . . . .                         | Smyrna.                |
| McCaffrey File Co., Mfrs. & Exporters, 5th & Berks St.       | Philadelphia, U. S. A. |
| Mill, E. H., Importer, Galata . . . . .                      | Constantinople.        |
| Miller Lock Company Mfrs. & Exporters . . . . .              | Philadelphia, U. S. A. |
| Modiano, J. Is., Importer . . . . .                          | Salonica.              |
| Montgomery Ward & Co., Exporters . . . . .                   | Chicago, Ill., U.S.A.  |
| National Specialty Co., Mfrs. & Exp. Lehigh Ave. & Amer. St. | Philadelphia, U. S. A. |
| North Bros. Mfg. Co., Mfrs. & Exp., Lehigh Ave & Amer. St.   | Philadelphia, U. S. A. |
| Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata      | Constantinople.        |
| Peristiany & Frères, J. Th., Importers . . . . .             | Aleppo.                |
| Plumb, Fayette R., Mfr. & Exporter, Bridesburg P.O .         | Philadelphia, U. S. A. |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamb.       | Constantinople.        |
| Sayegh Frères, Importers . . . . .                           | Beirut.                |
| Schamasch, Gourgie & Co., Importers . . . . .                | Baghdad.               |
| Schuep & Cie., Importers . . . . .                           | Aleppo.                |
| Société Commerciale du Levant, Importers . . . . .           | Salonica.              |
| Shabandar, Mahmoud, Importer . . . . .                       | Baghdad                |
| Tiano, Henri, Importer . . . . .                             | Salonica.              |
| Vasiades, V., Importer . . . . .                             | Trebizond.             |
| Werner, Albert, Importer, Arabian Han, Galata. . . . .       | Constantinople.        |

**Harness and Leather Goods.**

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

**Hats (Felt.)**

|                                                         |                        |
|---------------------------------------------------------|------------------------|
| Stetson Co., John B., Exporters, 5th & Montgomery Ave., | Philadelphia, U. S. A. |
|---------------------------------------------------------|------------------------|

**Hooks & Eyes.**

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

**Hosiery.**

|                                   |         |
|-----------------------------------|---------|
| Douad & Abdo, Importers . . . . . | Beirut. |
|-----------------------------------|---------|

**Hotels.**

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

**House Furnishings.**

|                                                      |                 |
|------------------------------------------------------|-----------------|
| Lazzaro Franco & Fils, Importers, Stamboul . . . . . | Constantinople. |
|------------------------------------------------------|-----------------|

**Household Utensils.**

|                                                                               |                          |
|-------------------------------------------------------------------------------|--------------------------|
| Arevian, Aram, Importer, Tepe Bachi 37, Pera . . . . .                        | Constantinople.          |
| National Specialty Mfg. Co., Lehigh Ave & Amer. St. . . . .                   | Philadelphia, U.S.A.     |
| North Bros, Mfg. etc.                  »        »        »        » . . . . . | Philadelphia, U.S.A.     |
| The Hoosier Mfg. Co., . . . . .                                               | New Castle, Ind., U.S.A. |

**Hydraulic Lime**

|                                   |
|-----------------------------------|
| Sayeg Frères, Importers . . . . . |
|-----------------------------------|

**Importers (General).**

|                                                                                                     |                          |
|-----------------------------------------------------------------------------------------------------|--------------------------|
| Abramovitz, Leon P., 80 Calea Mosior . . . . .                                                      | Bucharest, Roumania.     |
| Alisaffi, J. . . . .                                                                                | Samsoun.                 |
| Altendorff, Wright & Darr, Ralli Han, Stamboul . . . . .                                            | Constantinople.          |
| Amar & Co., S., Validé Sultan Han, Stamboul . . . . .                                               | Constantinople.          |
| Angelopoulos, Geo . . . . .                                                                         | Piræus, Greece.          |
| Audi & Frères, S. . . . .                                                                           | Beirut.                  |
| Austro-Oriental Trading Co. Ltd. . . . .                                                            | Baghdad.                 |
| Baldwin, Theo. A. . . . .                                                                           | Brussa.                  |
| Bensussan, Samuel I. . . . .                                                                        | Salonica.                |
| Berk, Püttman & Co. . . . .                                                                         | Baghdad.                 |
| Birch, James H. . . . .                                                                             | Burlington, N.J., U.S.A. |
| Capayannides, G. . . . .                                                                            | Trebizond.               |
| Canzuch, Ferdinand, Iki Kouyoulou 28, Pera, . . . . .                                               | Constantinople.          |
| Cariciopoulos, Marc C., 12 Ibrahim Rifaat Han, Galata . . . . .                                     | Constantinople.          |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . .                                                  | Philadelphia, U.S.A.     |
| Chisnell & Sons Co., Ltd., George, Galata . . . . .                                                 | Constantinople.          |
| Cohen, Salomon, Deutsche Post, Fach 60. . . . .                                                     | Constantinople.          |
| Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .                                                 | Constantinople.          |
| Dobrowolski Ambonetti & Co. . . . .                                                                 | Salonica.                |
| Farwagi, E., & Fils. . . . .                                                                        | Jaffa.                   |
| Habicht, Braun & Co., Hudson & Laight Strs. . . . .                                                 | New York, N.Y., U.S.A.   |
| Haddad, Elias And . . . . .                                                                         | Beirut.                  |
| Haldéopoulos, N.P. . . . .                                                                          | Trebizond.               |
| Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, 8 Strada Lipscani . . . . . | Bucharest, Roumania.     |
| The Hills Bros. Co., Beach & Washington Strs . . . . .                                              | New York, N.Y., U.S.A.   |
| Hindié Frères . . . . .                                                                             | Aleppo.                  |
| Hochstrasser, & Co. . . . .                                                                         | Trebizond.               |
| Jaburg Bros., 1 & 3 Worth Str. . . . .                                                              | New York, N.Y., U.S.A.   |
| Kermestchiff, A. C., . . . . .                                                                      | Sofia, Bulgaria.         |
| Khouri, G. & A., Farra . . . . .                                                                    | Beirut.                  |
| Kouroubalekian, Khosrof, Tchetchyan Han, Galata . . . . .                                           | Constantinople.          |
| Koukaz & Zaloom. . . . .                                                                            | Beirut.                  |
| Kuebler, Jona . . . . .                                                                             | Jaffa.                   |
| Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave                                                | Chicago, Ill., U.S.A.    |
| Lévy, Juda Gabriel . . . . .                                                                        | Janina, Albania.         |
| Lobel, Père et Fils . . . . .                                                                       | Salonica.                |
| Loir, Edouard . . . . .                                                                             | Beirut.                  |
| Meek, William. . . . .                                                                              | Aden, British Arabia.    |
| Misrachi, Edouard . . . . .                                                                         | Salonica.                |
| Mitrani, Joseph, Importer . . . . .                                                                 | Adrianople.              |
| Modiano, Fils de S. D . . . . .                                                                     | Salonica.                |
| Mossery, Albert . . . . .                                                                           | Salonica.                |
| Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamb.                                                  | Constantinople.          |
| Nowill & Co., Sidney, Kevork Bey Han, Galata . . . . .                                              | Constantinople.          |
| Petsaly, S. . . . .                                                                                 | Egypt.                   |
| Rappaport, J. M., 101 Beekman St. . . . .                                                           | New York, U.S.A.         |
| Rindelaub, Rob't C., Sabit Bey Han 30-33, Galata. . . . .                                           | Constantinople.          |

|                                                        |                         |
|--------------------------------------------------------|-------------------------|
| Sayegh Frères . . . . .                                | Beirut.                 |
| Schragger & Nelle, Setian Han, 30, Stamboul . . . . .  | Constantinople.         |
| Schuep & Co. . . . .                                   | Aleppo.                 |
| Seager & Co., Walter, Tchinili Richtim Han, Galata . . | Constantinople.         |
| Shabandar, Mahmoud . . . . .                           | Baghdad.                |
| Sirgi & Co., M. . . . .                                | Beirut.                 |
| Slipp, Paul E. . . . .                                 | Aden, British Arabia.   |
| Tenant Sons & Co., C., 100, William Street . . . . .   | New York, N. Y., U.S.A. |
| Turco-American Agency, Enomotarchi Han 16, Galata.     | Constantinople.         |
| Trad, P. & M. . . . .                                  | Beirut.                 |

**Emigration Bureaus.**

|                                                      |                 |
|------------------------------------------------------|-----------------|
| Curmusi, Theo. N., Tchinili Rihtim Han, Galata . . . | Constantinople. |
| Seager & Co., Walter, » » » » . . . . .              | Constantinople. |

**Information Bureaus.**

|                                                    |                 |
|----------------------------------------------------|-----------------|
| Sachs, Elimeleh, Souk-el-Bazar . . . . .           | Jerusalem.      |
| Turco-American Agency, Enomotarchi Han 16, Galata. | Constantinople. |

**Insurance Agents.**

|                                                       |                    |
|-------------------------------------------------------|--------------------|
| Aligranti, Victor, Yeni Han, Sirkedji, Stamboul . . . | Constantinople.    |
| Chamarakis, E. D . . . . .                            | Rethymno, Crète.   |
| Compte-Calix & J. G. Saverio, 7 Rue Tchinar, Galata.  | Constantinople.    |
| Curmusi, Theo. N., Tchinili Richtim Han, Galata . . . | Constantinople.    |
| Farwagi, & Fils, E., . . . . .                        | Jaffa.             |
| Filipakis, Geo. Is. . . . .                           | Adalia, Turkey.    |
| Gelat, Elias Thomas, Fire, Life & Accident. . . . .   | Jerusalem.         |
| Grech, Alfred . . . . .                               | Dardanelles.       |
| Hancock & Wood. . . . .                               | Patras, Greece.    |
| Kuebler, Jona . . . . .                               | Jafia.             |
| Levin, Alter . . . . .                                | Jerusalem.         |
| Liverpool & London & Globe Insurance Co., Galata . .  | Constantinople.    |
| Loir, Edouard . . . . .                               | Beirut.            |
| Molho, Isaac . . . . .                                | Salonica.          |
| Nahama & Cie., J. . . . .                             | Salonica.          |
| Panayotoglou, Avraam V., Seraī-Emir . . . . .         | Teheran, Persia.   |
| Philippou, A. . . . .                                 | Yanina, Greece.    |
| Romeo, Francis L. . . . .                             | Alexandria, Egypt. |
| Sciaky & Co., Victor. . . . .                         | Salonica.          |
| Seager & Co., Walter, Tchinili Richtim Han, Galata. . | Constantinople.    |
| Sellar, A. W., & Co., Altiparmak Han, Stamboul. .     | Constantinople.    |
| Strick, Scott & Co., Ltd. . . . .                     | Baghdad.           |
| Turco-American Agency, Enomotarchi Han, 16, Galata.   | Constantinople.    |
| Varbetian, L. & L. . . . .                            | Smyrna.            |
| Whittall, Saltiel Co. Ltd. . . . .                    | Salonica.          |
| Whittall & Co., J. W., Kenadjian Han, Stamboul . . .  | Constantinople.    |
| Yannoulato, Ant. G., Abid Han, Galata . . . . .       | Constantinople.    |

**Iron & Steel.**

|                                                      |                          |
|------------------------------------------------------|--------------------------|
| Altzitzoglou Fils, J., Importer . . . . .            | Mersine.                 |
| Avedessian & Kechichian, Importers . . . . .         | Adana.                   |
| Bedrossian, Aram N., Importer, Kutchuk Millet Han.   | Galata, Constantinople.  |
| Brazzafolli, Max, Importer. . . . .                  | Mersine.                 |
| Capayannides, G., Importer . . . . .                 | Trebizond.               |
| Essayan & Frères, Hagop, Importers, Sirkedji, 46 . . | Stamboul, Constantinople |
| Goldenberg & Fils, David . . . . .                   | Braila, Roumania.        |

|                                                             |  |
|-------------------------------------------------------------|--|
| Haldéopoulo, N.P., Importer . . . . .                       |  |
| Hochstrasser & Co., Importers . . . . .                     |  |
| » » » . . . . .                                             |  |
| Navarro, Isaac J., Importer . . . . .                       |  |
| Nemli Zadé Frères, Importers . . . . .                      |  |
| Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamb.      |  |
| Trussed Concrete Steel Co., Exporters . . . . .             |  |
| United States Steel Products Co., Exporters, 30, Church St. |  |
| Werner, Albert, Arabian Han, Galata . . . . .               |  |

**Jewelry.**

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

**Kitchen Cabinets.**

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

**Laces and Embroideries.**

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

**Land Owners.**

|                           |          |
|---------------------------|----------|
| Kouyoumdjian, Kh. . . . . | Baghdad. |
|---------------------------|----------|

**Leather.**

|                                                                                                              |                        |
|--------------------------------------------------------------------------------------------------------------|------------------------|
| Abdeni & Co., G.G., Importers . . . . .                                                                      | Aleppo.                |
| Berk, Püttmann & Co., Importers . . . . .                                                                    | Baghdad.               |
| Blattner, Andrew, repr. Stone, Timlow & Co. . . . .                                                          | Constantinople.        |
| Cohen, Salomon, Importer, Handan Han, 23-24, Stam.                                                           | Constantinople.        |
| Elkiatib, Salim, Importer, Elkiatib Han . . . . .                                                            | Constantinople.        |
| Enriquez, Clemente, Importer . . . . .                                                                       | Baghdad.               |
| Eustathopoulo, & Co., N., Exprs, Arnopoulos Han, St.                                                         | Constantinople.        |
| Foerderer, Inc., Robert H., Mfrs. & Exporters, Frankford.                                                    | Philadelphia, U. S. A. |
| Fulias & Co., Importers, Abid Han, Galata. . . . .                                                           | Constantinople.        |
| Haddad, Elias And., Importer . . . . .                                                                       | Beirut.                |
| Hananel, N.B., Imp., Meydandjik, Xanthopoulos Han, St.                                                       | Constantinople.        |
| Jean Hauser, Mgr Société Anonyme, pour l'Exportation et l'Importation, Importer, 8 Strada Lipscani . . . . . | Bucharest, Roumania.   |
| Jaboury, Beythoum, Importer, . . . . .                                                                       | Baghdad.               |
| Kabbaz & Co., P.A., Importers. . . . .                                                                       | Aleppo.                |
| Lebet Frères & Co., Importers, Mahmoudé Han, Stamb.                                                          | Constantinople.        |
| Lynch & Co., Stephen, Importers. . . . .                                                                     | Baghdad.               |
| Maulwurf, Ed., Importer & Exporter . . . . .                                                                 | Salonica.              |
| Matthews & Co., C. J., Mfrs. & Exporters, 417, Arch St.                                                      | Philadelphia, U. S. A. |
| McNeely & Price, 170 & 4th St., Mfrs. & Exporters . . .                                                      | Philadelphia, U. S. A. |
| Messayeh, R.D., Importer . . . . .                                                                           | Baghdad.               |
| Mill, E. H., Mgr. Strong & Trowbridge Co., Galata . .                                                        | Constantinople.        |
| Millioris, François, Importer, Nomico Han, 23-24, Gal.                                                       | Constantinople.        |
| Modiano, Saül Is., Importer & Exporter . . . . .                                                             | Salonica.              |

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Peristiany & Frères, J. Th., Importers . . . . .        | Alexandretta.           |
| Sarantis Frères, 19, 20 Omar Abid Han, Galata . . . . . | Constantinople.         |
| Serefas, D., Importer & Exporter . . . . .              | Salonica.               |
| Sevastopoulo, A.D., Imp., Kutchuk Millet Han, 14, Gal.  | Constantinople.         |
| Sourlangas Fils, E.N., Importers, Kossova Han, Stamb.   | Constantinople.         |
| Sourlangas, Stylianos E., Mfr. . . . .                  | Mitylene.               |
| Stone, Timlow & Co., Manufacturers . . . . .            | Boston, Mass., U. S. A. |
| Stratoulis & Tsampiras, Importers . . . . .             | Athens, Greece.         |
| Tagger, J. H., Importers . . . . .                      | Jaffa & Jerusalem.      |
| Wolfner, Joseph, Exporter . . . . .                     | Belgrade, Servia.       |
| Xanthos, C., Importer & Exporter . . . . .              | Salonica.               |

**Legeings.**

|                                                        |                    |
|--------------------------------------------------------|--------------------|
| Rosenwasser Bros , Mfrs. and Exporters, 412, Broadway, | New York, U. S. A. |
|--------------------------------------------------------|--------------------|

**Licorice Root.**

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

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

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

**Lighting Devices.**

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

**Liniments.**

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

**Linoleum & Oil Cloth.**

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

**Lithographers.**

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

**Locks**

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

**Locomotives.**

|                                                          |                      |
|----------------------------------------------------------|----------------------|
| Baldwin Locomotive Works, Mfrs., Broad&Spring Garden St. | Philadelphia, U.S.A. |
|----------------------------------------------------------|----------------------|

**Lozenges.**

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

**Lumber.**

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

**Machinery.**

|                                                         |                 |
|---------------------------------------------------------|-----------------|
| Aboaf & Co., A., Importers, P.O.B. 366. . . . .         | Cairo Egypt.    |
| Aperguis & Cie., N. A., Importers, Bahtiar Han, Galata. | Constantinople. |

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

**Machine Tools.**

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

**Maize Oil.**

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

**Marbles.**

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

**Mercantile Agencies.**

|                                                             |                      |
|-------------------------------------------------------------|----------------------|
| Dun & Co., R. G. . . . .                                    | New York and Vienna. |
| National Credit Corporation, Title & Trust Bldg. . . .      | Chicago, U.S.A.      |
| Turco-American Agency, Enomatarchi Han, 16, Galata. . . . . | Constantinople.      |

**MERCHANTS (GENERAL)**

|                                                           |                       |
|-----------------------------------------------------------|-----------------------|
| Compte-Calix, J., & J. G. Saverio, 7 Rue Tchinar, Galata. | Constantinople.       |
| Meek, William. . . . .                                    | Aden, British Arabia. |
| Mouzalas, Basil A. . . . .                                | Mitylene.             |
| Sourlangas, Stylianos E. . . . .                          | Mitylene.             |
| Vassiliou, Pittacos A. . . . .                            | Mitylene.             |
| Wönckhaus & Co., Robert. . . . .                          | Bagdad.               |
| Whittall & Co., J. W., Kenadjian Han, Stamboul. . . . .   | Constantinople.       |

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

|                                                    |                         |
|----------------------------------------------------|-------------------------|
| Bedrossian, Aram, N. Importer, Kutchuk Millet Han. | Galata, Constantinople. |
| Capayannidès, G., Importer . . . . .               | Trebizond.              |

|                                                  |            |
|--------------------------------------------------|------------|
| Juda & Salmona, Importers . . . . .              | Salonica.  |
| Haldéopoulo, N. P., Importer . . . . .           | Trebizond. |
| Hannania & Son Showa, Joseph, Importers. . . . . | Baghdad.   |
| Modiano, Joseph Is., Importer . . . . .          | Salonica.  |
| Navarro, Is. J., Importer . . . . .              | Salonica.  |

**Metal Shapes (Pressed)**

|                                                         |                      |
|---------------------------------------------------------|----------------------|
| American Pulley Co., The, Exporters, 29th & Bristol St. | Philadelphia, U.S.A. |
|---------------------------------------------------------|----------------------|

**Mills & Milling Machinery**

|                                                 |                     |
|-------------------------------------------------|---------------------|
| Filipakis, Geo. Is., . . . . .                  | Adalia, Turkey.     |
| Sprout-Waldron Co., Mfrs. & Engineers . . . . . | Muncy Pa., U. S. A. |

**Minerals.**

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

**Mortar Stains**

|                                              |                        |
|----------------------------------------------|------------------------|
| Pecora Paint Co., 4th & Venango Sts. . . . . | Philadelphia, U. S. A. |
|----------------------------------------------|------------------------|

**Mother of Pearl.**

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

**Motor Boats and Motors.**

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

**Motor Trucks.**

|                                                      |                             |
|------------------------------------------------------|-----------------------------|
| Wichita Falls Motor Co., Mfrs. & Exporters . . . . . | Wichita Falls, Tex., U.S.A. |
|------------------------------------------------------|-----------------------------|

**Musical Instruments.**

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

**Nails (Wire).**

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

**Nuts and Seeds.**

|                                                    |                        |
|----------------------------------------------------|------------------------|
| Alexandrides, P. & N., Exporters . . . . .         | Kerassund.             |
| Barff & Co, Ltd., P. G., Exporters . . . . .       | Smyrna.                |
| Cacoulides, G. N., Exporter . . . . .              | Trebizond.             |
| Cacoulides, J. P. H., Exporter . . . . .           | Trebizond.             |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . . | Philadelphia, U. S. A. |
| Elishaa, Nessim, Exporter. . . . .                 | Baghdad.               |
| Fidao & Co., F., Exporters. . . . .                | Smyrna.                |
| Fils de Jacob Scialom, Exporters . . . . .         | Salonica.              |
| Habicht, Braun & Co , Hudson & Laight Sts. . . . . | New York.              |

|                                                                   |                          |
|-------------------------------------------------------------------|--------------------------|
| Hadjopoulos, & Sperco, Inc., Importers, 29 Broadway . . . . .     | New York, U.S.A.         |
| Haldéopoulos, N. P., Exporter . . . . .                           | Trebizond.               |
| The Hills Bros. Co., Importers, Beach & Washington Sts. . . . .   | New York, U.S.A.         |
| Hochstrasser & Co., Exporters . . . . .                           | Trebizond.               |
| Holstein, Herm. A., Exporter, Allalemdji Han, Stamb. . . . .      | Constantinople.          |
| Jaburg Bros., 1 & 3 Worth Street, Importers . . . . .             | New York, U.S.A.         |
| Kabbaz & Co., P. A., Exporters . . . . .                          | Aleppo.                  |
| Keun, Lavino, & Co., Exporters . . . . .                          | Smyrna.                  |
| Lemmi Frères, G., Exporters . . . . .                             | Ordou.                   |
| Maghak, Fathalla D., Exporter . . . . .                           | Baghdad.                 |
| Mahokian, A., Exporter . . . . .                                  | Trebizond.               |
| Manachy, Lorenzo Y., Exporter . . . . .                           | Aleppo.                  |
| Mitrani, Joseph, Exporter . . . . .                               | Adrianople.              |
| Mumdjian Bros., Exporters . . . . .                               | Trebizond.               |
| Pisani, Geo. C., Exporter . . . . .                               | Kerassund.               |
| Reggio, Abel, Importer, 105, Hudson Street . . . . .              | New York, U.S.A.         |
| Reggio & Co., Ant., Exporters . . . . .                           | Smyrna.                  |
| Scialom & Co., Albert, Exporters . . . . .                        | Salonica.                |
| Spathopoulou Frères, P., Exporters . . . . .                      | Kerassund.               |
| Spencer Importing and Trading Co., 163 Greenwich St. . . . .      | New York, U.S.A.         |
| Stock & Mountain, Exporters, Korassandji Han, Stamb. . . . .      | Constantinople.          |
| Tatian, A., Importer, 23 Central St., Room 8. . . . .             | Boston, U. S. A.         |
| The Levan' Products Trading Co., Impr., 38-40, W 32 St. . . . .   | New York, U.S.A.         |
| United Confectioners Supply Co., Importers, Greenwich St. . . . . | New York, U.S.A.         |
| Warde, Naasan & Co., Exporters, (Apricot Stones) . . . . .        | Beirut.                  |
| Whittall, Saltiel Co., Exporters . . . . .                        | Salonica.                |
| Whittall & Co., C., Exporters . . . . .                           | Smyrna.                  |
| Whittall & Co., J. W., Exporters, Kenadjian Han. . . . .          | Stamboul, Constantinople |

**Office Supplies & Appliances.**

|                                       |                      |
|---------------------------------------|----------------------|
| Mann Co., Wm., 529 Market St. . . . . | Philadelphia, U.S.A. |
|---------------------------------------|----------------------|

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

|                                                                                                                |                          |
|----------------------------------------------------------------------------------------------------------------|--------------------------|
| Aboaf & Co., A., Importers, P.O.B. 366 . . . . .                                                               | Cairo, Egypt.            |
| Audi & Frères, S., Importers . . . . .                                                                         | Beirut.                  |
| Baldwin, Theo. A. . . . .                                                                                      | Brussa.                  |
| Blockey, Cree & Co., Importers . . . . .                                                                       | Baghdad.                 |
| Brazzafolli, Max, Importer . . . . .                                                                           | Mersine.                 |
| Canzuch, Ferdinand. (Fr. Ferkir's Erben) Importers . . . . .                                                   | Constantinople.          |
| Chasseaud & Co., F. W., Importers, Turkia Han 25, St. . . . .                                                  | Constantinople.          |
| Cohen Mordoh & Cie., Importers . . . . .                                                                       | Salonica.                |
| Crew-Levick Company, Refiners & Exporters . . . . .                                                            | Philadelphia, U.S.A.     |
| Frangakis, Ant. Ch., Importer . . . . .                                                                        | Aleppo.                  |
| Franghakis & Sinnossoglou, Importers . . . . .                                                                 | Adana.                   |
| Giraud, O., Importer, Agopian Han, Galata. . . . .                                                             | Constantinople.          |
| Hauser, Jean, Mgr. Société Anonyme pour l'Importation et l'Exportation, Importers, 8 Strada Lipskani . . . . . | Bucharest, Roumania.     |
| Lebet Frères & Cie., Importers, Mahmoudié Han . . . . .                                                        | Stamboul, Constantinople |
| Loutfalla, Georges, Importer . . . . .                                                                         | Adana                    |
| Matteossian, Leon, Importer, Tevekel Han, Galata. . . . .                                                      | Constantinople.          |
| Milischitsch, Ilija Importers . . . . .                                                                        | Belgrade, Servia.        |
| Millioris, François, Importer, Nomico Han 23, 24, Galata . . . . .                                             | Constantinople.          |
| Modiano, Joseph Is., Importer . . . . .                                                                        | Salonica.                |
| Modiano & Cie., Levy V., Importers . . . . .                                                                   | Salonica.                |
| Pharaon, Issa, Schouair & Co., Importers Mineral Oils . . . . .                                                | Beirut.                  |
| Strick, Scott & Co., Importers . . . . .                                                                       | Baghdad.                 |
| Tasartes & Barzilai, Importers, Tohafdji Han, Stamboul . . . . .                                               | Constantinople.          |

|                                                         |                         |
|---------------------------------------------------------|-------------------------|
| Vacuum Oil Co., Exporters . . . . .                     | Rochester, N.Y., U.S.A. |
| » » » . . . . .                                         | Cairo, Egypt.           |
| » » » . . . . .                                         | Jaffa, Palestine.       |
| » » » . . . . .                                         | Beirut, Syria.          |
| Standard Oil Co., Exporters . . . . .                   | New York, N.Y., U.S.A.  |
| Vasiades, V., Importer . . . . .                        | Trebizond.              |
| Werner, Albert, Importer, Arabian Han, Galata . . . . . | Constantinople.         |
| Zarifi, L., Importer, Agopian Han, Galata . . . . .     | Constantinople.         |

**Oil Tank Trucks.**

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

**Oleo Oil.**

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

**Olives and Olive Oil.**

|                                                      |                        |
|------------------------------------------------------|------------------------|
| Alazza, Dem. H., Exporter . . . . .                  | Mitylene.              |
| Barfi & Co., Ltd., P.G., Exporters . . . . .         | Smyrna.                |
| Chamarakis, E. D., Exporter . . . . .                | Rethymno, Crete.       |
| Cherry, Louis D., Importer, 52 S. 60th St. . . . .   | Philadelphia, U. S. A. |
| Coulevas, M. & A., Exporters . . . . .               | Piraeus, Greece.       |
| Fidao & Co., F., Exporters . . . . .                 | Smyrna.                |
| Hadjopoulos, & Sperco, Inc., Importers, 29 Broadway. | New York, N.Y., U.S.A. |
| Keun, Lavino & Co., Exporters . . . . .              | Smyrna.                |

|                                         |         |
|-----------------------------------------|---------|
| Reggio & Co., Ant., Exporters . . . . . | Smyrna. |
| Whittall & Co., C., Exporters . . . . . | Smyrna. |

**Opium.**

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

**Optical Goods.**

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

**Otto of Roses.**

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

**Packers.**

|                                             |                 |
|---------------------------------------------|-----------------|
| Maison Psalty, Rue Kabristan, Pera. . . . . | Constantinople. |
|---------------------------------------------|-----------------|

**Paper.**

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

**Paints, Enamels and Varnishes.**

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

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

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

**Petroleum.**

|                                                         |                          |
|---------------------------------------------------------|--------------------------|
| Angelopoulos, George . . . . .                          | Piraeus, Greece.         |
| Canzuch, Fernand, F., (Fr. Ferker's Erben) Importers .  | Constantinople.          |
| Crew-Levick Co., Refiners & Producers, Land Title Bldg. | Philadelphia, U.S. A.    |
| Florian, R., Str. Stavropoulos 6. . . . .               | Bucharest, Ronmania.     |
| Kaul, Wilhelm Franz, Importer . . . . .                 | Angora.                  |
| Lykiardopoulos Fils, A., Importers . . . . .            | Mersine.                 |
| Meek, William, Importer . . . . .                       | Aden, British Arabia.    |
| Philippou, A., Importer . . . . .                       | Yanina, Greece.          |
| Vacuum Oil Co., Exporters . . . . .                     | Rochester, N. Y., U.S.A. |
| »     »     » Importers . . . . .                       | Jaffa.                   |
| »     »     »     » . . . . .                           | Beirut.                  |
| »     »     »     » . . . . .                           | Cairo, Egypt.            |
| Standard Oil Co., Exporters . . . . .                   | New York, N. Y., U.S. A. |
| »     »     » Importers . . . . .                       | Constantinople.          |

**Pitch.**

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

**Physicians and Dentists.**

Brautman, Sylvan, Physician and Dentist . . . . . Salonica.

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

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

**Pistachio Nuts.**

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

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

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

**Pipe Tools.**

Reed Manufacturing Co., Exporters . . . . . Erie, Pa., U. S. A.

**Plumbing Fixtures.**

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

**Playing Cards.**

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

**Printing & Printers' Requisites.**

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

**Printing Paper.**

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

**Publishers.**

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

**Pulleys & Pressed Metal Shapes.**

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

**Pumps.**

Altzitzoglou Fils J., Importers . . . . . Mersine.  
Avedessian & Kechichian, Importers . . . . . Adana.  
Flint & Walling Mfg. Co., Exporters . . . . . Kendallville, Ind., U.S.A.  
Frangakis, Ant. Ch. Importer . . . . . Aleppo.  
Franghakis & Sinnossoglou, Importers . . . . . Adana.  
Loutfalla, Georges, Importer . . . . . Adana.  
Matteossian, Leon, Tevekkel Han, Galata . . . . . Constantinople.  
Rumsey & Co. Ltd., Exporters . . . . . Seneca Falls, N.Y., U.S.A.  
Southwork Foundry & Machine Co., Wash. Ave. & 5th St. Philadelphia, U.S.A.

**Puttee.**

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

**Railway Material**

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

**Razors & Blades.**

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

**Road Making Machinery.**

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

**Roofing**

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

**Rubber Goods.**

|                                                           |                      |
|-----------------------------------------------------------|----------------------|
| Arevian, Aram, Importer, Tépé Bachi 37, Pera . . . . .    | Constantinople.      |
| Canzuch, Ferdinand (Fr. Ferkir's Erben) Importers . . .   | Constantinople.      |
| Damiani, Barnabé, Importer . . . . .                      | Jerusalem.           |
| Etablissements Orosdi-Back, Importers. . . . .            | Constantinople.      |
| Hananel, N. B., Importer, Ekbérié Han, Farakdjilar, St.   | Constantinople.      |
| Hindié Frères, Importers . . . . .                        | Aleppo.              |
| Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera .     | Constantinople.      |
| Quaker City Rubber Co., Mfrs. & Exporters, 629 Market St. | Philadelphia, U.S.A. |
| Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . .   | Constantinople.      |
| Sevastopulo, A.D., Imp., Kutchuk Millet Han, 14, Gal.     | Constantinople.      |
| Varbetian, L. & L., Importers . . . . .                   | Smyrna.              |

**Safes.**

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

**Saw Mill Machinery.**

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

**Sesame Seed.**

|                                                         |                 |
|---------------------------------------------------------|-----------------|
| Filipakis, George Is., Exporter . . . . .               | Adalia, Turkey. |
| Simeonoglou, Aristidès, Exporter . . . . .              | Adana.          |
| Whittall & Co., J.W., Exporters, Kenadjian Han, St. . . | Constantinople. |

**Sesame Seed Oil.**

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

**Sewing Machines.**

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

**Shipping & Shipping Agents.**

|                                                                                                           |                           |
|-----------------------------------------------------------------------------------------------------------|---------------------------|
| Achaia S. S. Co., Ltd.                                                                                    | Patras, Greece.           |
| Alevra, D. G.                                                                                             | Smyrna.                   |
| Aligranti, Victor, Yeni Han, Sirkedji, Stamboul                                                           | Constantinople.           |
| American Express Co., 17, Piazza Nunziata                                                                 | Genoa, Italy.             |
| Angelopoulos, George                                                                                      | Piraeus, Greece.          |
| Anglo-American Nile Navigation Co.                                                                        | Cairo, Egypt.             |
| Archipelago American Steamship Co.                                                                        | Beirut.                   |
| »                                                                                                         | Constantinople.           |
| »                                                                                                         | Smyrna.                   |
| »                                                                                                         | Mersine.                  |
| »                                                                                                         | Smyrna.                   |
| Artus, Jean                                                                                               | Rethymno, Crete.          |
| Barff & Co., Ltd., P. G.                                                                                  | Constantinople.           |
| Chamarakis, E. D.                                                                                         | Constantinople.           |
| Cunard Steamship Co., Tchinili Rihtim Han, Galata.                                                        | Constantinople.           |
| Curmusi, Theo. N., Tchinili Rihtim Han, Galata, Agent<br>for Austro-American S.S. Line & Achaia S. S. Co. | Constantinople.           |
| Eliades & Mouka,                                                                                          | Smyrna.                   |
| Farwagi, E., & Fils.                                                                                      | Jaffa.                    |
| Filipakis, George Is.,                                                                                    | Adalia, Turkey.           |
| Fli Cauchi.                                                                                               | Salonica.                 |
| Grech, Alfred                                                                                             | Dardanelles.              |
| Hancock & Wood.                                                                                           | Patras, Greece.           |
| Hochstrasser & Co.                                                                                        | Samsoun.                  |
| »                                                                                                         | Trebizond.                |
| Hoffmann, S. & W.                                                                                         | Belgrade, Servia.         |
| Keubler, Jona                                                                                             | Jaffa.                    |
| Khouri, G. & A., Farra                                                                                    | Beirut.                   |
| Laughton & Co., 42 Perchembé Bazar, Galata                                                                | Constantinople.           |
| Lévante-Kontor, G. m. b. H., Tchinili Rihtim Han, Gal.                                                    | Constantinople.           |
| Louisides & Co., P. J.                                                                                    | Larnaca, Cyprus.          |
| Mavrommatti, André                                                                                        | Mersine.                  |
| Maulwurf, E.                                                                                              | Salonica.                 |
| Meek, William                                                                                             | Aden, British Arabia.     |
| Messageries Maritimes.                                                                                    | Cairo, Egypt.             |
| Molho, Isaac,                                                                                             | Salonica.                 |
| Nahama & Co.                                                                                              | Salonica.                 |
| Petsaly, S.                                                                                               | Alexandria,               |
| Philippou, A.                                                                                             | Cairo & Port-Said, Egypt. |
| Phostiropolou Frères                                                                                      | Janina, Albania           |
| Rees & Co., Ltd., T. Bowen                                                                                | Trebizond.                |
| Reppen, Theo., Arabian Han, Galata                                                                        | Smyrna.                   |
| Schenker & Co.                                                                                            | Constantinople.           |
| Seager & Co., Walter, Tchinili Rihtim Han, Galata                                                         | Belgrade, Servia.         |
| Strick, Scott & Co., Ltd.                                                                                 | Constantinople.           |
| Theodoridi & Co.                                                                                          | Constantinople.           |
| Turnbull, Jr., & Somerville                                                                               | Braila, Roumania.         |
| Whittall & Co., J. W., Kenadjian Han, Stamboul                                                            | Valetta, Malta.           |
| Whittall & Co., C.                                                                                        | Constantinople.           |
| Yannoulato, Ant. G., Abid Han, Galata                                                                     | Smyrna.                   |
|                                                                                                           | Constantinople.           |

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

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

**Silicate of Soda & Heavy Chemicals.**

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

**Silk.**

|                                                     |                 |
|-----------------------------------------------------|-----------------|
| Belart Lanz, F., Exporter, Ihsan Bey Han, Stamboul, | Constantinople. |
| Fulias & Co., Exporters, Abid Han, Galata.          | Constantinople. |

|                                                                                                |                            |
|------------------------------------------------------------------------------------------------|----------------------------|
| Mitrani, Joseph, Exporter . . . . .                                                            | Adrianople.                |
| Sayegh & Fils, A. P., Exporters . . . . .                                                      | Alexandretta.              |
| <b>Silk Goods.</b>                                                                             |                            |
| Maghak, Fat. D., Importer . . . . .                                                            | Baghdad.                   |
| <b>Silver Ware.</b>                                                                            |                            |
| Kouroubalekian, Kh., Importer, Buyuk Tunnel Han, Gal.<br>Melki & Menassah, Importers . . . . . | Constantinople.<br>Beirut. |
| <b>Skates (Roller and Ice).</b>                                                                |                            |
| Samuel Winslow Skate Manufacturing Co., Exporters . . . . .                                    | Worcester, Mass., U.S.A.   |
| <b>Skins, Hides and Furs.</b>                                                                  |                            |
| Abdul Kader El-Khedery, Exporter . . . . .                                                     | Baghdad.                   |
| Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul                                         | Constantinople.            |
| Austro-Oriental Trading Co., Ltd., Exporters . . . . .                                         | Baghdad.                   |
| Berk, Pütmann & Co., Exporters . . . . .                                                       | Baghdad.                   |
| Blattner, Andrew . . . . .                                                                     | Constantinople.            |
| Chachaty Frères, Exporters . . . . .                                                           | Mersine.                   |
| Coenca Frères, Exp., 38 Ave. de la Sublime Porte, St.                                          | Constantinople.            |
| Essefian, Parsegh G., Exporter, Sirkedji, Stamboul . .                                         | Constantinople.            |
| Fresco, Fils d'Aslan, Exporters, Manoukian Han, 15, Gal.                                       | Constantinople.            |
| Gelat, Elias Thomas, Exporter (Sheep & Goat) . . . .                                           | Jerusalem.                 |
| Hannania & Son Showa, Joseph, Exporters . . . . .                                              | Baghdad.                   |
| Hecht, Emil, Importer & Exporter, Angora Han, Stamb.                                           | Constantinople.            |
| Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .                                            | Constantinople.            |
| Jeboury, Beythoum, Exporter . . . . .                                                          | Baghdad.                   |
| Kevork Skender, K. & D. . . . .                                                                | Baghdad.                   |
| Klonski, A. H., Exporter . . . . .                                                             | Hebron.                    |
| Lynch & Co., Steven, Exporters . . . . .                                                       | Baghdad.                   |
| Mahokian, A., Exporter . . . . .                                                               | Trebizond.                 |
| Manuelian, H., & Co., Exporters . . . . .                                                      | Mérsine.                   |
| Maulwurf, E., Exporter . . . . .                                                               | Salonica.                  |
| Medawar, A. E., Exporter . . . . .                                                             | Aden, British Arabia.      |
| Messayah, Joseph J., Exporter . . . . .                                                        | Baghdad.                   |
| Modiano, Saul Is., Exporter, . . . . .                                                         | Salonica.                  |
| Nemli Zadé Frères, Exporters . . . . .                                                         | Trebizond.                 |
| Oriental Skin Co., Exporters, Khorassandji Han, Stamb.                                         | Constantinople.            |
| Rappaport, J. M., Importer, 101 Bechman St., . . . . .                                         | New York, U. S. A.         |
| Sarfati, Joseph, Exporter, Germania Han, 10, 12, Stam.                                         | Constantinople.            |
| Sasoon & Co., Ltd., David, Exporters . . . . .                                                 | Baghdad.                   |
| Schamasch, Gourgie & Co., Exporters . . . . .                                                  | Baghdad.                   |
| Slipp, Paul E., Exporter . . . . .                                                             | Aden, British Arabia.      |
| Stock & Mountain, Exporters, Khorassandji Han, Stamb.                                          | Constantinople.            |
| Stone, Timlow & Co. . . . .                                                                    | Boston, Mass., U.S.A.      |
| Tagger J. H., Importer & Exporters . . . . .                                                   | Jaffa Jerusalem.           |
| Tatian D., Importer, 23 Central St., Room 8 . . . . .                                          | Boston, U. S. A.           |
| Wolfner, Joseph, Exporter . . . . .                                                            | Belgrade, Servia.          |
| Xanthos, C., Exporter, . . . . .                                                               | Salonica.                  |
| <b>Soap.</b>                                                                                   |                            |
| Errera, Isaac G., Importer . . . . .                                                           | Salonica.                  |
| Loir, Edouard, Importer . . . . .                                                              | Beirut.                    |
| Louisville Cotton Oil Co., Mfrs & Exporters . . . . .                                          | Louisville, Ky.            |
| Modiano Frères & Fils, Isaac, Importers . . . . .                                              | Salonica.                  |

|                                                           |                        |
|-----------------------------------------------------------|------------------------|
| Modiano & Co., Levy V., Importers . . . . .               | Salonica.              |
| Procter & Gamble Co., Manufacturers & Exporters . . . . . | Cincinnati, O., U.S.A. |

**Sporting Goods.**

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera . . . . . | Constantinople. |
|---------------------------------------------------------------|-----------------|

**Starch.**

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

**Stationery.**

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

**Stone Handling Machinery.**

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

**Sugar.**

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

**Suit Hangers**

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

**Tallow.**

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

**Tarpaulins.**

|                                                               |                 |
|---------------------------------------------------------------|-----------------|
| Sevastopulo, A. D., Imp., Kutchuk Millet Han 14, Gal. . . . . | Constantinople. |
|---------------------------------------------------------------|-----------------|

**Telegraph Service.**

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

**Telephone Supplies.**

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

**Tents.**

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

**Tobacco.**

|                                                                   |                  |
|-------------------------------------------------------------------|------------------|
| Adamopoulos, A.C., Exporter . . . . .                             | Smyrna.          |
| African Cigar Co., Ltd., The, Exporters, 8A Lycourgos St. . . . . | Athens, Greece.  |
| American Tobacco Co. . . . .                                      | Salonica.        |
| American Tobacco Co. . . . .                                      | Smyrna.          |
| Coenca Frères, Exp., 38 Ave. de la Sublime Porte St. . . . .      | Constantinople.  |
| Nemli Zadé Frères, Exporters . . . . .                            | Trebizond.       |
| Oriental Tobacco Trading Co., Ltd., Exporters . . . . .           | Salonica.        |
| Pirocacco, Christo, Exporter . . . . .                            | Smyrna.          |
| Serefas, D., Exporter . . . . .                                   | Salonica.        |
| Tatian, A., Importer, 23 Central St., Room 8. . . . .             | Boston, U. S. A. |
| The Levant Products Trading Co., Impr., 38-40, W. 32 St. . . . .  | New York, U.S.A. |
| The Surbrug Co., Importers . . . . .                              | New York, U.S.A. |

**Toilet Articles.**

Arevian, Aram, Importer, Tépé Bachi 37, Pera . . . . . Constantinople.

**Tools.**

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

**Tooth Powder.**

Curtis & Browns Mfg. Co., Exprs., 215-217 Fulton St., New York, 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, Stamb. Constantinople.

**Typewriters and Supplies.**

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

**Umbrellas.**

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

**Undertakers.**

Rubin, Samuel. . . . . Jerusalem.

**Valonia.**

Whittall & Co., Exporters . . . . . Smyrna.

**Vegetables (Dried.)**

Hadjopoulos, & Sperco, Inc., Importers, 29 Broadway . . New York, N.Y., U.S.A.

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

David Lupton's Sons Co., Allegheny Ave., & Tulip St. Philadelphia, 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.  
Audi & Frères, S., Importers . . . . . Beirut.  
Bedrossian, Aram N., Importer, Kutchuk Millet Han.  
Cambas, André P., Manufact. & Exp. 10 Rue Philhellènes Galata, Constantinople.  
Athens, Greece.

|                                                     |                 |
|-----------------------------------------------------|-----------------|
| Enriquez, Clement, Importer . . . . .               | Baghdad.        |
| Wm. Hills Jr., & Co., Importers . . . . .           | Bassorah.       |
| Navarro & Mijan, Importers . . . . .                | Salonica.       |
| Reggio & Co., Ant., Importers . . . . .             | Smyrna.         |
| Sadullah, Robt. Levy & Mandil, Importers, Stamboul. | Constantinople. |
| Schamasch, Gourgi & Co., Importers . . . . .        | Baghdad         |
| Rothschild, Zalel, Importer & Exporter . . . . .    | Jerusalem.      |

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

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

**Wool and Mohair.**

|                                                               |                        |
|---------------------------------------------------------------|------------------------|
| Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamb.          | Constantinople.        |
| Asfar & Co., Pressing Factory and Exporters . . . . .         | Baghdad.               |
| Artus, Henri, Exporter . . . . .                              | Mersine.               |
| Austro-Oriental Trading Co. Ltd., Exporters . . . . .         | Baghdad.               |
| Berk, Püttmann & Co., Exporters . . . . .                     | Baghdad.               |
| Blockey, Cree & Co., Exporters . . . . .                      | Baghdad.               |
| Chachaty Frères, Exporters . . . . .                          | Mersine.               |
| Elishaa, Nessim, Exporter . . . . .                           | Baghdad.               |
| Elowe, Raphael J., Exporter . . . . .                         | Baghdad.               |
| Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata. . . . .     | Constantinople.        |
| Gulbenkian Bros. & Co., Exporters, Stamboul . . . . .         | Constantinople.        |
| Hadjopoulos, & Sperco, Inc., Importers, 29 Broadway . . . . . | New York, N.Y., U.S.A. |
| Hecht, Emil, Exporter, Angora Han, Stamboul . . . . .         | Constantinople.        |
| Hindié, Elias, Exporter . . . . .                             | Aleppo.                |
| Holstein, Herm. A., Exporter, Allalemjji Han, Stamb.          | Constantinople.        |
| Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .           | Constantinople.        |
| Jeboury, Beythoum, Exporters . . . . .                        | Baghdad.               |
| Kaul, Wilhelm Franz, Importer . . . . .                       | Angora.                |
| Keun, Lavino & Co., Exporters . . . . .                       | Smyrna.                |
| Kevork Skender, K. & D., Exporters . . . . .                  | Baghdad.               |
| Klonsky, A. H., Exporter . . . . .                            | Hebron.                |
| Lemmi Frères, G., Exporters . . . . .                         | Ordou.                 |
| Lynch & Co., Stephen, Exporters, Baghdad . . . . .            | Baghdad.               |
| Marcopoli & Co., V., Exporters . . . . .                      | Aleppo.                |
| Manachy, Lorenzo Y., Exporter . . . . .                       | Aleppo.                |
| Manuelian, H., & Co., Exporters . . . . .                     | Mersine.               |
| Maußwurf, E., Exporters . . . . .                             | Salonica.              |
| Mégarbané & Fils, Habib, Exporters . . . . .                  | Aleppo.                |
| Messayeh, R. D., Exporter . . . . .                           | Baghdad.               |
| Modiano, Saül Isaac, Exporter . . . . .                       | Salonica.              |
| Obégi & Co., Charles., Exporters . . . . .                    | Aintab.                |
| Oriental Skin Co., Exporters, Khorassandji Han, Stamb.        | Constantinople.        |
| Rappaport, J. M., Importer, 101 Beekman St. . . . .           | New York, U. S. A.     |
| Sasoon & Co., Ltd., David, Exporters . . . . .                | Baghdad.               |
| Schamasch, Gourgie, & Co., Exporters . . . . .                | Baghdad.               |
| Serefas, D., Exporter . . . . .                               | Salonica.              |
| Stock & Mountain, Exporters, Khorassandji Han, Stamb.         | Constantinople.        |
| Stone, Timlow & Co., Importers . . . . .                      | Boston, U. S. A.       |
| Tagger, J. H., Exporters . . . . .                            | Jaffa & Jerusalem.     |
| Tatian A., Importer, 23 Central St., Room 8 . . . . .         | Boston, U. S. A.       |
| Warde, Naasan & Co., Exporters . . . . .                      | Beirut.                |
| Whittall & Co., J. W., Exporters . . . . .                    | Constantinople.        |
| Zelvéian, M. & K. S., Exporters . . . . .                     | Constantinople.        |

**Weollen Goods.**

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

**List of Non Classified Members.**

|                                                               |                          |
|---------------------------------------------------------------|--------------------------|
| Aaronsohn, Aaron, Agricultural Experiment Station . . . . .   | Haifa,                   |
| Banning, Hubert, Asmali Mesdjid 35, Pera . . . . .            | Constantinople.          |
| Bowen, Marcellus, Agent, American Bible Society . . . . .     | Constantinople.          |
| Brill, A. . . . .                                             | Jaffa.                   |
| Calvert, F. R. J. . . . .                                     | Dardanelles.             |
| Damon, Theron J., Journalist . . . . .                        | Constantinople.          |
| Davis, D. Alton, Sec'y Y. M. C. A. . . . .                    | Constantinople.          |
| Doucarelis, Aristides M. . . . .                              | Mitylene.                |
| Efstratiou, Apostolos, English Stores Proprietor . . . . .    | Mitylene.                |
| Heizer, Oscar S., American Consular Service . . . . .         | Constantinople.          |
| Hill, Arthur E., Mgr. Standard Oil Co. . . . .                | Salonica.                |
| Horton, George, American Consular Service . . . . .           | Smyrna.                  |
| Jackson, Jesse B., American Consular Service . . . . .        | Aleppo.                  |
| Jewett, Milo A., American Consular Service . . . . .          | Kehl, Baden, Germany.    |
| Judelsohn, Montefiore, American Student Interpreter . . . . . | Constantinople.          |
| Keller, Theodor E., Mgr., Fulias & Co., Rue Xenophon.         | Athens, Greece.          |
| Lapin, Aaron . . . . .                                        | Jaffa.                   |
| Lapin & Hurwitz . . . . .                                     | Jaffa.                   |
| Macdonald, P. N., Vacuum Oil Co. . . . .                      | Cairo, Egypt.            |
| Masterson, William W., American Consular Service . . . . .    | Harput.                  |
| Memminger, Lucien, American Consular Service . . . . .        | Rouen, France.           |
| Morgan, Alfred L., Professor, Robert College . . . . .        | Constantinople.          |
| Nathan, Edward I., American Consular Service . . . . .        | Karachi, India.          |
| Northrup, Alfred S., American Consular Service . . . . .      | Trebizond.               |
| Odell, Ralph, M., U. S. Commercial Agent . . . . .            | Washington, D.C., U.S.A. |
| Peet, W. W., Treasurer, American Missions . . . . .           | Constantinople.          |
| Ravndal, G. Bie, American Consular Service . . . . .          | Constantinople.          |
| Supplee, Wm. W., 4102 Walnut St. . . . .                      | Philadelphia, U.S.A.     |
| Thomas, Lucien Irving, Ass't Gen. Mgr, Standard Oil Co.       | Constantinople.          |
| Walker, Archbold, Mgr. Standard Oil Co. . . . .               | Bourgas, Bulgaria.       |
| Ward, William E.D., American Consular Service . . . . .       | Harput.                  |
| Wortham, Richard G., American Tobacco Co. . . . .             | Salonica.                |

**Summary of Members by Districts.**

|                          |                 |                                    |     |
|--------------------------|-----------------|------------------------------------|-----|
| Adalia . . . . .         | 1               | Harput . . . . .                   | 2   |
| Aden . . . . .           | 4               | Jerusalem . . . . .                | 25  |
| Adrianople . . . . .     | 1               | Konia . . . . .                    | 1   |
| Aleppo. . . . .          | 15              | Malta . . . . .                    | 1   |
| Angora . . . . .         | 1               | Mersine . . . . .                  | 21  |
| Athens . . . . .         | 9               | Mitylene . . . . .                 | 7   |
| Baghdad . . . . .        | 23              | Patras . . . . .                   | 6   |
| Beirut. . . . .          | 30              | Persia . . . . .                   | 4   |
| Brussa. . . . .          | 1               | Roumania . . . . .                 | 5   |
| Bulgaria . . . . .       | 4               | Salonika . . . . .                 | 55  |
| Cairo . . . . .          | 26              | Servia . . . . .                   | 7   |
| Constantinople . . . . . | 11 <sup>4</sup> | Smyrna . . . . .                   | 43  |
| Crete . . . . .          | 2               | Trebizond . . . . .                | 26  |
| Cyprus . . . . .         | 1               | United States of America . . . . . | 131 |
| Dardanelles. . . . .     | 2               | Yanina . . . . .                   | 2   |
| France. . . . .          | 1               | Total. . . . .                     | 572 |
| Germany. . . . .         | 2               |                                    |     |