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Levant Trade Review

PUBLISHED BY THE
American Chamber of Commerce for the Levant.

America's Opportunity.

President Woodrow Wilson.



"No one can doubt that the immediate future of the world will be crowded with quick changes. Every true lover of America must wish the United States to play a part in those changes which will be worthy of her ideals and her character.

"In the first place, her resources are unimpaired.

"In the second place, she will probably of necessity be the chief reliance of the rest of the world in the field of finance. When the war began, America was (striking the large balance) a debtor nation. When the war closes, she will be a creditor of all the world.

"In the third place, I think it is evident that the United States will understand herself better than she ever did before. Fortunately, America can play her part unselfishly because she covets nothing that other nations have, unless it be their skill and knowledge in some of the undertakings of science and industry, and these things she can obtain, not by conquest of force, but by the mere careful use of the extraordinary capacity of her people.

"The opportunity is at hand for which she has waited. That she will rise to this great opportunity no man who knows her can doubt."

American Influence in the Levant.

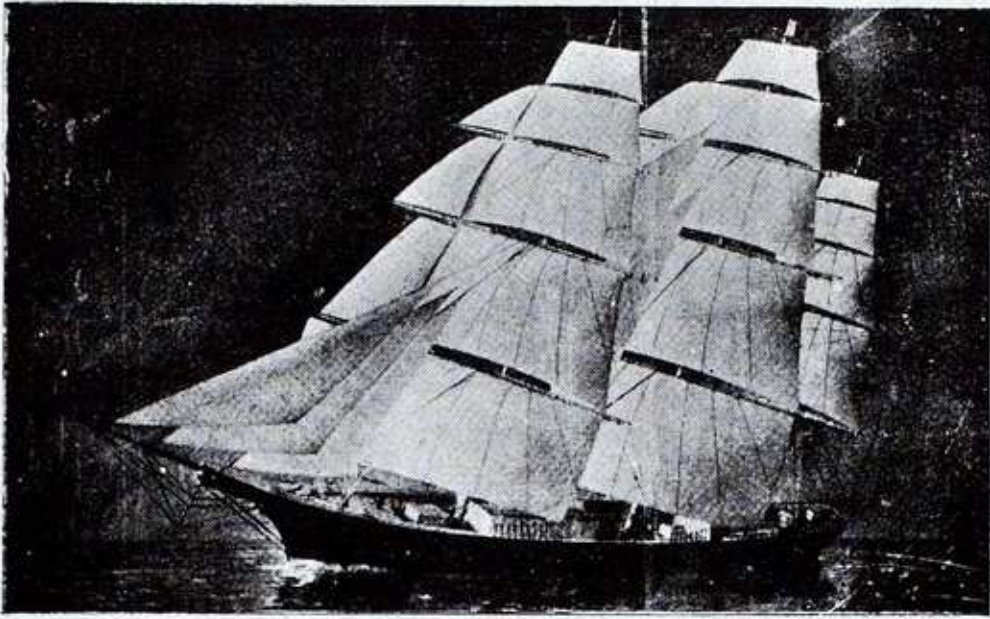
AMERICAN activities in the Eastern Mediterranean naturally fall under three heads :

1.— That covering the development of our merchant marine in consequence of the Napoleonic wars and the settlement of our disputes with the Barbary States.

2.— That covering the development of American educational and charitable enterprises in the Near East.

3.— That covering modern American commercial and financial competition in the countries of the Eastern Mediterranean and the Black Sea.

Only one of these periods can be said to have been closed and to have passed into history. It began with President Washington's efforts through his Secretary of State, Mr. Jefferson, to gain elbowroom in the Mediterranean for the incipient merchant marine of the United States. No policy ever succeeded more gloriously unless it be the pending regeneration of America's oversea shipping in consequence of the present European conflict. In time, the United States became the chief maritime nation, with only one exception, operating on the high seas. In the Mediterranean, our flag was carried into every port and every roadstead. The American clipper ships ranked first of all vessels afloat. They were swift, they were smart, they were strong of construction, they were navigated with pluck. They were employed not only in the commerce of the United States but also in the carrying trade of other countries, just as Norwegian and other ships in great numbers have been chartered of late years by the United States. They might be seen transporting pilgrims, bound for Mecca, between Tangier and Alexandria. They were so highly esteemed and universally admired that in the Treaty with the Sublime Porte of 1830 a secret clause was inserted providing for merchant and other vessels to be bought and constructed in America for Turkey. This clause somehow was never ratified, but it testifies to the exceptional regard then felt for American shipbuilding yards and for American seamanship. The principal route of traffic lay between Boston and Smyrna, and Mr. David Offley of the latter place, leading the fight of the American merchants settled in ports of the Levant against the arbitrary exactions of the Levant Company (English), became the first American Consul in the Ottoman Empire and, for that matter, in the entire Near East. In those days, America not only ranked second among maritime



Typical American Clipper Ship

(on the way to the Mediterranean).

nations but owned and operated more than 1/3 of the world's tonnage. All this was changed during the Civil War of 1860-65.

About the time of the war of 1812 with England, there sprang up in America a deep interest in foreign missions (it may have been one of the numerous direct or indirect results of the Napoleonic upheaval), and hardly had the freedom of the Mediterranean been secured by the defeat of the Barbary corsairs at the hands of Commodore Decatur, the intrepid American naval commander, before American evangelistic missionaries entered the Oriental field. With Malta at first as base of operations, they began exploring, starting with Smyrna, Beirut, Jerusalem and Alexandria. This was in 1819. Their journeys soon took them to Constantinople and through Asia Minor even unto the borders of Persia (1831). In the sixties, the foundations were laid for Robert College and the Syrian Protestant College which, along with the American College for Girls in Constantinople, dating from 1871, are the greatest monuments in the Near East of American philanthropy. Their contributions to the cause of civilization in Turkey, Egypt, Greece and Bulgaria can never be adequately appraised. It is as obvious as it is generally accepted that the Bulgarian ascendancy as well as the

Ottoman renaissance was vitally stimulated by influences and tendencies emanating from these institutions of liberal education. While Dr. Cyrus Hamlin was the founder of Robert College, his son-in-law, Dr. Washburn, during forty years of continuous leadership, established its policy and its fame. Similarly in Beirut, Dr. Daniel Bliss became the "grand old man" of the Syrian Protestant College which he originated, and whose president he was from 1866 to 1902. The service to mankind and especially to the Near Eastern peoples of these two noble pioneers, Dr. George Washburn and Dr. Daniel Bliss, will be poignantly felt for generations throughout the Levant and the Balkans as a living, impregnating, uplifting and inspiring force. Both have recently died, Dr. Washburn on Febr. 17th, 1915 (82 years old), and Dr. Bliss on July 27th, 1916 (92 years old). The former sleeps in American soil, the latter under the sod of Syria, but like the prophets of old their lives and their teachings will never die.

In American stirrings along modern lines of trade in the countries of the Mediterranean and the Black Sea, the first conspicuous impulse was afforded by the outburst of aspiration on the part of the American people following the Spanish war (1898). Its results were manifested in the success of Ambassador Leishman in removing restrictions prohibiting the sale of American cotton oil and American pork products in Turkey and in efforts made by Consul General Dickinson to inaugurate direct steamship connections between America and the Levant. The second conspicuous impulse was afforded by the formation of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT. It is true that America already absorbs very substantial quantities of Turkish, Egyptian and Greek produce (altogether in a normal year some \$45,000,000 worth). But it is nevertheless beyond question that American trade relations with the Levant and the Balkans are as yet but in their infancy and but a faint indication of what they will inevitably promptly develop into after the war. The Standard Oil Company, the Singer Mfg. Co., Mc Andrews & Forbes Co., and certain American Tobacco Companies, already in the field, are only waiting for the cessation of hostilities to greatly extend their operations. The United States Steel Corporation, the American International Corporation, the Studebaker Corporation, the Consolidation Coal Co., the United States Rubber Co., the International Harvester Corporation, the Western Electric Co., the Corn Products Refining Co., besides several

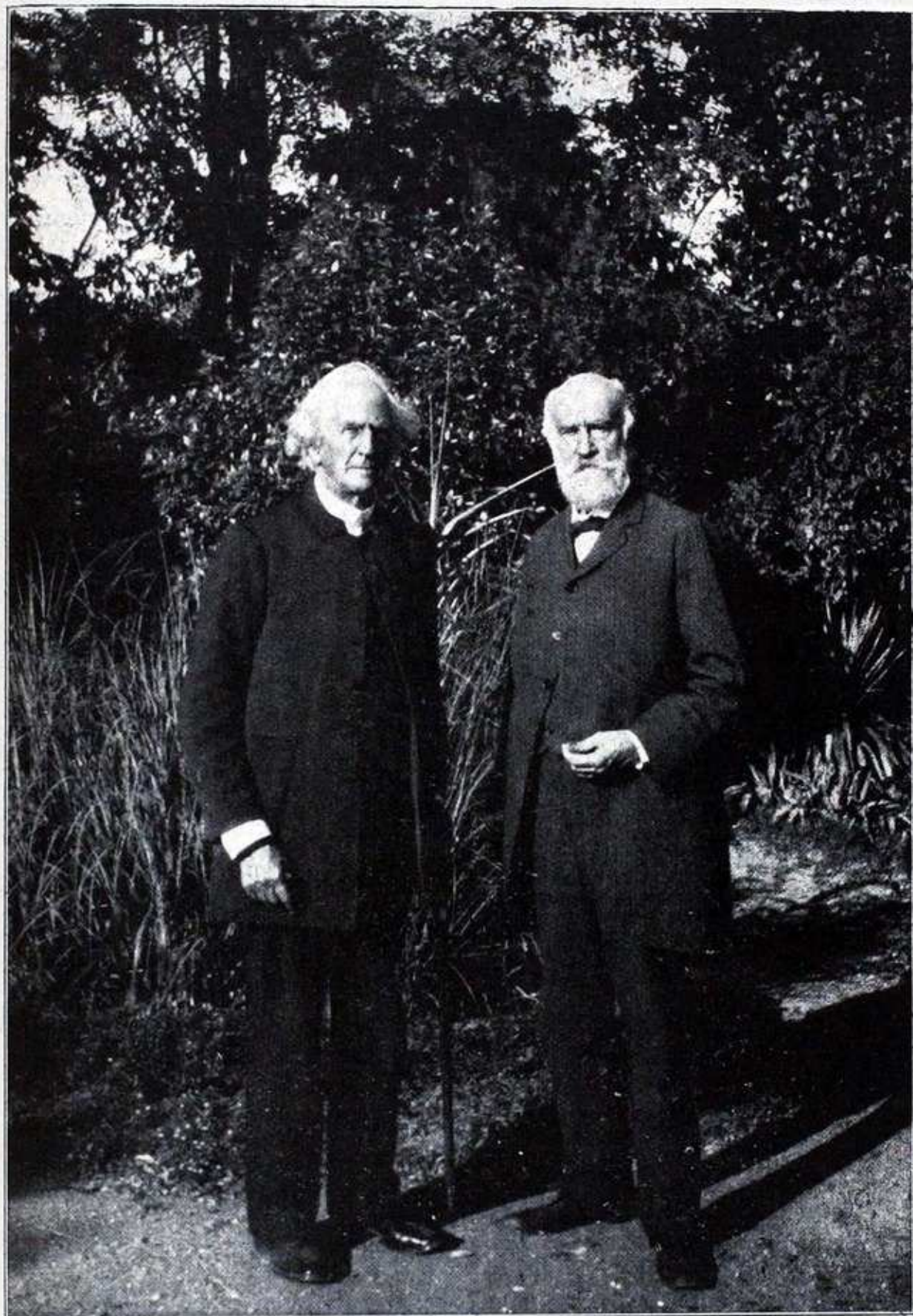


Photo by Th. J. Damon

Dr. BLISS & Dr. WASHBURN

widely known concerns interested in cotton goods, lumber, machinery, cotton oil, hardware and tools, leather, are practically certain to open offices and warehouses of their own in commanding centers of trade out here as soon as the war is over. With them will come one or more American banks, engineering and contracting companies, and above all direct and regular steamship facilities. American money will be invested in public improvements in Turkey, Egypt, Greece, Bulgaria, Serbia and Roumania, and trade will follow investments. One may safely predict an era of unexampled American commercial and financial activity in the Near East in the wake of the war. How long it will last in the face of increasing foreign competition is another story, the nature of which lies largely within the discretion of American captains of industry.

University Business Education.

(Written for LEVANT TRADE REVIEW by Edgar J. Fisher, Ph. D., Robert College)

WITH the opening of the academic year 1916-1917 at Columbia University in the City of New York, a most important extension of the University's development and usefulness will be inaugurated. Then for the first time students will be admitted to the newly organized Columbia School of Business. This new venture deserves more than passing notice, because, connected as it is with one of America's greatest educational institutions, its influence upon the business and commercial world will doubtless be marked.

As an independent part of the University organization the Columbia School of Business received the approval of Board of Trustees in January, 1916. Instruction in business has been given in connection with the Extension teaching work during the past few years. The new school may be regarded, in part at least, as a result of the phenomenal success of the extension classes. For many years past there have been private schools for elementary business training in most of the American cities of moderate size. In more recent years one of the most interesting developments in the field of public school education, particularly in Germany and the United States, has been the commercial high schools. As professor Edwin R. R. Seligman points out in a recent article entitled "A University School of Business", the new Columbia school is not the first attempt in America to bridge over the gap between the commercial high schools and some form of higher training in business administration and practise. The day when big business managers

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looked askance at and were suspicious of the abilities of school and college trained men is in the past. Hence the field broadens for the School of Business, as years ago it did for the Law or for Medicine.

The Columbia School of Business will take its place side by side with other professional schools included in the University's organization. Admission to the school may be obtained after two years of college work in Columbia College, or in another institution of recognized equivalent standing. This prerequisite of college study will assure to the school students a general cultural training, and will allow these students sufficient time for the strictly professional studies in the School of Business. There will naturally be a general business course, and special advanced courses in finance, manufactures and trade, business administration, organization, and advertising. The degrees to be conferred are Bachelor of Science after two years' work in the School of Business, and Master of Science at the end of one additional year. Situated in the great commercial metropolis of the New World, the possibilities will be limitless. In fact the authorities of this institution are perfecting plans whereby "ultimately every student will be enabled and expected to do some field work in that particular department of business life in which he is especially interested". Professor J. C. Egbert, whose work as Director of Summer Session and Extension Teaching has met with such remarkable success, is the Director of the School of Business. The teaching staff of the new school has not been entirely filled, but the appointments already made have been made with reference to both academic and practical business qualifications.

The operation and development of this new branch of a great university's work will be watched with keen interest. Its service will be twofold. It will serve both larger groups of young men and women and will be of conspicuous value to the community in which it is situated. The form of organization, length of course, and courses of study are in several ways radically different from older American institutions, created for the same purpose, such as the Wharton School, connected with the University of Pennsylvania, the Amos Tuck School at Dartmouth, or the Harvard School of Business Administration. Such divergences as exist between these higher business institutions will be given added value for purposes of constructive comparison. Such institutions as these are ready witnesses that the day is arriving, if not here now, when the profession of Business will take its place with the other professions in the training necessary, in the standards demanded, and in the ideals to be maintained.

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The Chamber of Commerce of the United States of America.

In No. 2, Vol. V, of LEVANT TRADE REVIEW, we wrote as follows:

“THE AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT was the first organization outside of the United States to join the CHAMBER OF COMMERCE OF THE UNITED STATES OF AMERICA. We recognized then, as we do now, its tremendous value in directing trade in harmonious co-operation with the Government. Backed by hundreds of chambers of commerce, boards of trade and commercial clubs all over the country, it voices, as no other agency can, the needs and aspirations of American business. Congress listens to and acts on its advice. This is its chief function, and it is a vitally important one in a democratic country like America”.

As time goes on, the usefulness of the CHAMBER OF COMMERCE OF THE UNITED STATES becomes increasingly manifest. Through the votes it causes to be taken among its members on leading economic questions, it exercises a strong and wholesome influence on American legislation.

In distinctly foreign affairs, its influence is of the right sort but susceptible of development. We have already spoken at length (No. 2, Vol. V) of what we regard as its duty in reference to American

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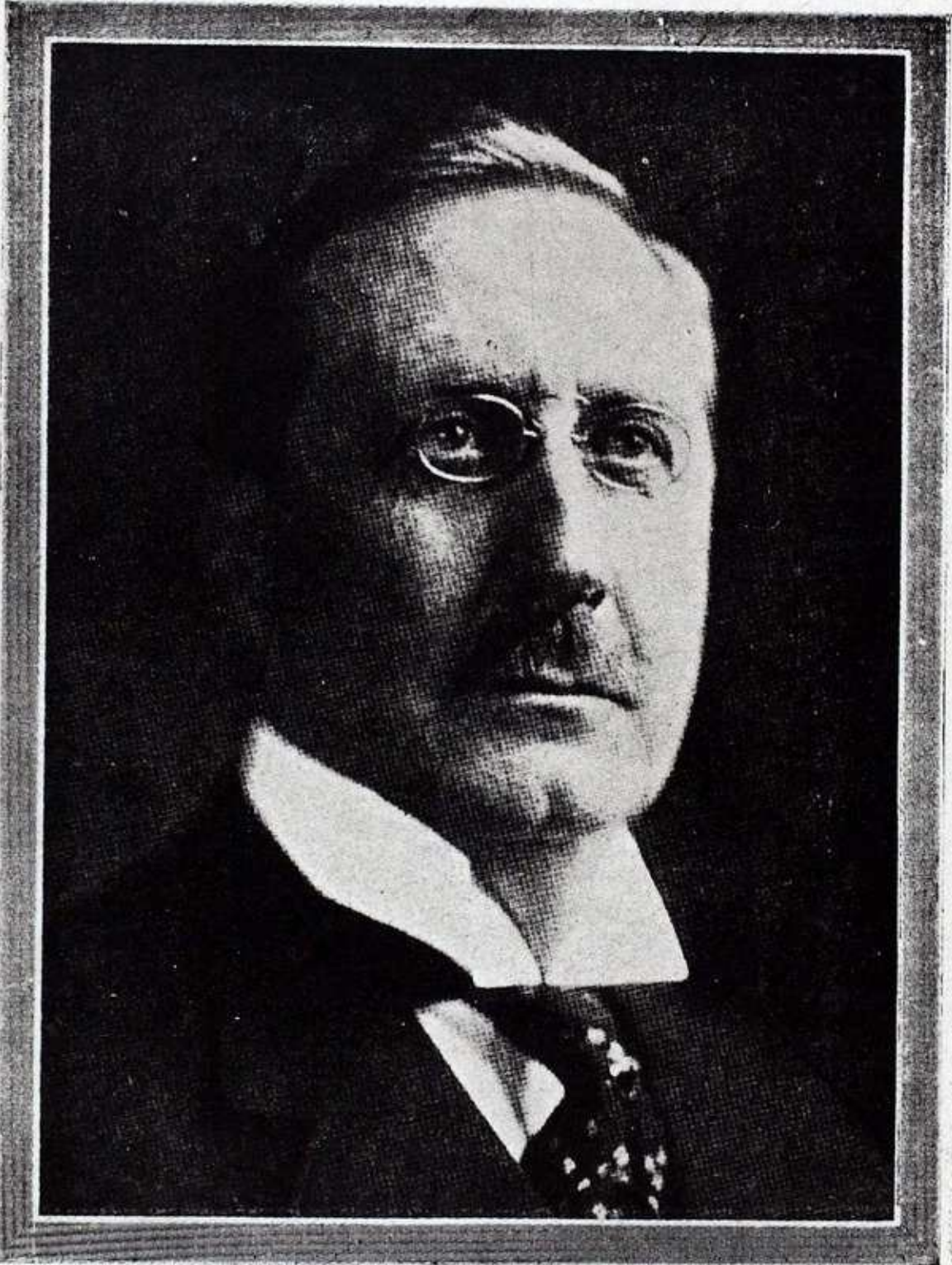
of any description which may find a market in the Levant. It solicits agencies of American manufacturers and offers them the benefit of its sample exhibition rooms. Ten years commercial experience in America.

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commercial organizations abroad. The latter are entitled to far more consideration and support than they receive from American business men, and it is expected that the CHAMBER OF COMMERCE OF THE UNITED STATES will enlighten its constituents on this score.

In the present article, it is our purpose to suggest that the CHAMBER OF COMMERCE OF THE UNITED STATES, in order to render the best possible service, should institute, within its organization, bureaus for various geographical divisions and thus enter upon a policy of specialization. There is no need, in American commercial organization generally, more crying than the need of concentration and thoroughness to take the place of superficiality and glittering generalities. Our Government has recognized the necessity of applying itself not only to the general question of foreign trade but also to specific sections of territory in which conditions differ, and it would seem that the CHAMBER OF COMMERCE OF THE UNITED STATES should act similarly in order that the general situation may be dealt with scientifically and in detail.

We would go further along this line and suggest that in the principal chambers of commerce throughout the United States it is not sufficient to have a Foreign Trade Bureau. Subordinate to these



R. G. RHETT

President of the Chamber of Commerce

of the United States of America.

Foreign Trade Bureaus, there should be formed subdivisions of members concerned in particular geographical divisions who should take an active, individual or collective interest in such American chambers of commerce as may be located and operating in those foreign fields, respectively.

The CHAMBER OF COMMERCE OF THE UNITED STATES should be more enterprising in sending out parties of American business men to foreign lands to study their needs and to represent American amity and good will. If a recommendation should come from the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT to the effect that an American commercial excursion be organized for the Mediterranean and the Black Sea, the matter would naturally come before the Near Eastern Division of the National Chamber in Washington and, if approved by the latter, it would be acted upon by the Officers or by the Board of Directors, and the machinery would then be put in motion for rallying the members of the Levant sections of the different chambers of commerce throughout the country to the program for the excursion.

We think it essential that such a system of specialization and concentration be introduced in order that efficiency and preparedness may become something more than mere catchwords and high sounding phrases.

Parcel Post Conventions.

POSTMASTER Morgan of New York City announced that the parcel post convention concluded between the United States and China would take effect August 1, 1916, and that parcel post packages for China would be admitted on and after that date to the parcel post mails for that country made up in and dispatched from America.

Parcel post packages exchanged between the United States and China must not weigh more than 11 pounds (5 kilograms) or measure more than 3 feet 6 inches in length, and 6 feet in length and girth combined, and, in the case of parcels for or from non-steam served places in China, must not exceed 25 cubic decimeters (one cubic foot) in volume but may weigh as much as 11 pounds.

Postage must be paid in full at the following rates, viz.: In the United States, on parcels for China, 12 cents per pound, or fraction of a pound; and in China, on parcels for the United States, 35 cents (Chinese currency) per pound, or fraction of a pound, except that on parcels for or from non-steam served places in China an additional Chinese domestic parcel postage may be levied and collected by the Chinese services.

A parcel post treaty has been negotiated between Greece and the United States, but, as regards Turkey and the Balkan States, no such arrangements exist.



ELLIOT H. GOODWIN

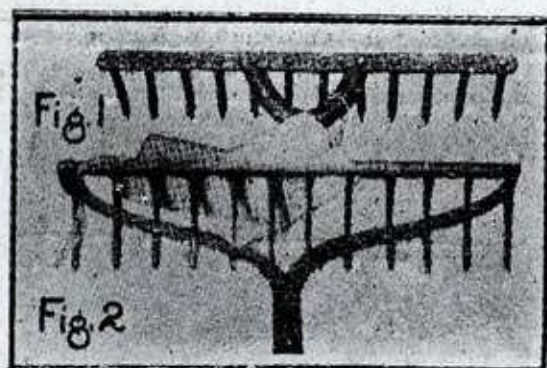
General Secretary Chamber of Commerce
of the United States of America

Quincaillerie Américaine.

DEPUIS le début de la guerre la quincaillerie Américaine a fait de grands progrès sur les marchés européens, parce que les nations belligérantes ont consacré toute leur activité à la fabrication des munitions de guerre. Les commerçants étrangers se sont familiarisés avec les articles américains et nos fabricants garderont à l'avenir ces clients parce que le pays possède une grande quantité de matière première et parce que les fabricants et les dessinateurs américains sont assez ingénieux pour fabriquer des articles qui restent sans concurrence sur les marchés européens.

Avec l'idée de prouver la supériorité de la quincaillerie américaine, le Dr. E. E. Pratt, Chef du « Bureau of Foreign and Domestic Commerce » a demandé ces deux dernières années aux attachés commerciaux américains de recueillir des échantillons dans leur district respectif. Ces échantillons sont envoyés au Ministère du Commerce à Washington, avec des cartes indiquant les prix coûtants, les prix de vente au détail et la quantité approximative vendue chaque année. Ces échantillons sont envoyés dans les différents bureaux du Ministère du Commerce et dans les centres manufacturiers afin d'y être étudiés par les personnes intéressées. Ces examens ont prouvé que dans la plupart des cas les articles américains sont de beaucoup supérieurs aux autres et que sur les marchés étrangers ils peuvent être vendus au même prix.

Par exemple le rateau allemand, gravure No. 1, est surtout employé en Argentine et en Uruguay. Il a douze dents, chacune d'elles rivée à une fine barre en métal, le manche y est fixé avec des clous. Le rateau américain, gravure No. 2, est fait tout en acier trempé, les dents, le dos et une partie du manche ne formant qu'une seule pièce.



L'Europe et la Chine sont de grands clients pour les pelles à coke, indiquées gravure 3, fabriquées en Angleterre. Comme le coke est très léger, un homme se servant d'une petite pelle anglaise mettra quatre fois plus de temps pour charger ou décharger une tonne de coke qu'il

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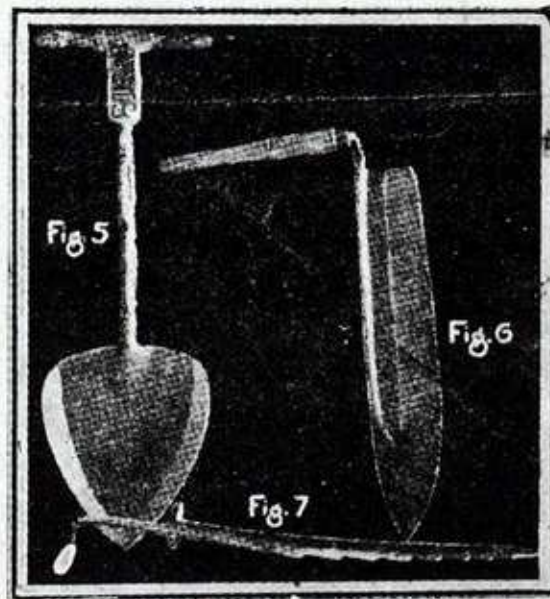
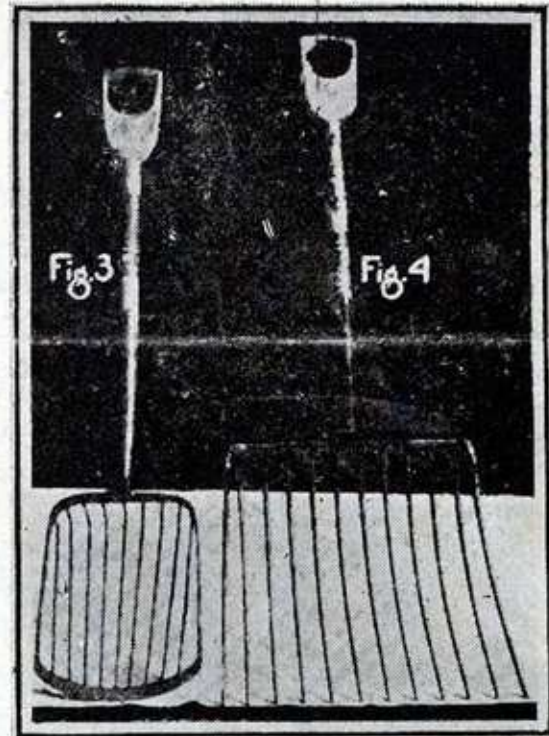
n'en faudrait à un homme se servant d'une pelle américaine indiquée Gravure No. 4. Il faut aussi remarquer que les dents des fourches anglaises sont rivées à l'arrière et soudées sur le devant, opération coûteuse et qui nécessite une grande perte de temps. L'article Américain est tout d'une pièce et il est fabriqué pour être employé pour de gros travaux tout en restant léger.

Il est presque impossible de croire que les encombrants instruments, indiqués gravures 5 & 6, sont des faux et cependant c'est cela. Ces articles sont

fabriqués en Angleterre pour le commerce Européen et pour le commerce de l'Amérique du Sud, ils pèsent 8 livres 1/2 pièce et coûtent \$1.81 et \$1.55. Les faux américaines, gravure No. 7, pèsent exactement 4 livres, coûtent un Dollar

et sont fabriquées avec de l'acier trempé de première qualité. De plus le tranchant est tel qu'elles coupent nettement et ne nécessitent pas de grands efforts. Leur poids qui est léger réduit les

peut entrer en concurrence sur la plupart des marchés étrangers mais elle ne peut espérer y exercer une influence prédominante que si les fabricants américains envoient sur les marchés étrangers des représentants capables et expérimentés dont la mission serait de démontrer tant aux commerçants qu'aux ouvriers la supériorité des outils et des instruments américains. En ce moment la quincaillerie fait défaut dans le monde entier. Partout où l'on sème et récolte,



frais de transport et les droits de douane.

Les marteaux américains commandent tous les marchés du monde, non seulement comme qualité et comme fabrication mais aussi comme prix.

La quincaillerie américaine

partout où il y a des mines, partout où l'on construit, il y a d'excellents marchés pour la quincaillerie américaine. Il faut de la coopération dans la vente sur les marchés étrangers, surtout pour ce genre d'articles par ce qu'il est très coûteux d'ouvrir de nouveaux marchés.

Un Million de Serrures.

EN Juin 1916 la "**Miller Lock Company**" de Philadelphie, a accompli un grand tour de force en fabriquant 1.006.296 serrures en 26 jours de travail. Le 30 Juin le monde de la serrurerie a célébré cet événement en un meeting tenu dans les ateliers de la compagnie, ce même jour avait été aussi choisi pour l'inauguration d'une nouvelle bâtisse. Les six cents employés, les fonctionnaires de la compagnie et les invités étaient réunis dans la salle de récréation. Le président de la Société Monsieur **Edward S. Jackson**, présidait la réunion. Parmi les invités se trouvaient aussi Monsieur Arthur C. Jackson, Secrétaire et Trésorier, Monsieur William Ramsay, sous-directeur, Rev. John Swindell, pasteur de la Methodist Episcopal Church de Frankford, Monsieur Edward Vintschger, Vice-président de la Markt & Hammacher Co., de New York, une des plus grandes maisons d'exportation de New York, qui est chargée de l'exportation en Europe des produits de la Miller Lock Company, le Docteur Maclean, de la Maison Maclean & Co., qui est chargée de l'exportation des produits de la même Compagnie en Asie, le Directeur Général Monsieur Clark, de la W. J. Kingsland Inc., qui s'occupe de l'exportation en Amérique du Sud, en Afrique du Sud et en Australie; Monsieur Paul A. Griffiths, de la Shields Bros à Philadelphie, Monsieur John A. Manson, du "**Hardware Dealers' Magazine**", John C. Armstrong, éditeur du Philadelphia Made Hardware, et enfin Monsieur Roy F. Soule, éditeur du Hardware Age.

Le tour de force de fabriquer un million de serrures en un mois n'a pas été accompli tout d'un coup. On l'essaya d'abord en Avril de cette année, sans atteindre le but mais non pas toutefois sans arriver au remarquable résultat de 881.516 serrures. Profitant de l'expérience acquise en Avril, l'essai fut renouvelé en Mai avec un résultat de 942.838 serrures; puis ce fut Juin que l'on attendait avec impatience comme le mois qui devait couronner de succès l'ambition et les efforts de tous les ouvriers. En effet au matin du 29 Juin, ils comprirent que le succès était assuré.

Le record établi démontre que 4616 serrures par heure ou 76 serrures par minute furent fabriquées ce mois-là. D'autres records suivront bientôt, car les trois nouvelles constructions qui viennent d'être achevées doublent la capacité productive des usines et occupent une surface totale de 5 acres.

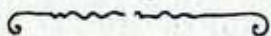
Une activité productive est évidente partout dans les ateliers de la Miller Lock Co. Cette activité se remarque depuis les chauffeurs automatiques dans les chaudières jusqu'au système de la tenue des livres dans les bureaux de la compagnie. Les bâtisses sont entièrement construites en ciment armé avec des systèmes à air comprimé et des machines automatiques des plus modernes. La direction est parfaite, les chefs sont en contact direct avec les employés dont un tiers figure au tableau d'honneur et participe aux bénéfices de la compagnie. La compagnie, qui ne s'occupe exclusivement que de la fabrication de serrures, en

fabrique plus de 1200 différents genres, et consacre tous ses efforts à leur perfectionnement. Les articles de la Miller Lock Company sont vendus de part le monde entier. Rien qu'aux Etats Unis et au Canada plus de 500 agents les placent chez des milliers de commerçants qui les vendent au détail.

La marque de fabrique est brevetée dans trente sept pays et angers, et le catalogue de la Miller Lock Company est imprimé en français, en allemand et en espagnol. Cette entreprise qui s'est si rapidement développée est un merveilleux exemple du progrès réalisé par l'Amérique tant en ce qui concerne ses entreprises financières que ses entreprises industrielles et commerciales.

Le premier cadenas "Champion" à six bascules a été inventé par Daniel F. Miller, un serrurier de Philadelphie en 1871, mais ce ne fut qu'en 1880 qu'il parvint à y intéresser Milton Jackson, le père de Edward S. et Arthur C. Jackson. En 1880 la Miller Lock Co. mit sa marchandise en vente sur le marché Américain. Cette branche consistait alors en quatre différentes dimensions de serrures toutes du même genre et on en fabriquait moins de 100 par jour. Une légère différence comme vous le voyez entre la fabrication actuelle qui consiste en 728 cadenas, 400 serrures à bahuts, 50 verrous et 15 serrures de tous genres, soit 40.000 serrures par jour. On en fabrique aussi de différents genres comme fini et comme élégance. Les étiquettes sur les boîtes des différents genres de serrures sont de diverses couleurs. Les serrures en cuivre jaune sont étiquetées en jaune clair, celles en vieux cuivre en brun clair et ainsi de suite chaque étiquette indiquant le genre de marchandise afin qu'elle soit rapidement reconnue sur les rayons des magasins.

Depuis quelques années la Miller Lock Co. s'est activement occupée du commerce d'exportation. Elle a spécialement étudié les besoins des marchés étrangers. Le genre d'emballage, la manière d'étiqueter et la façon de marquer les caisses tout cela a été minutieusement étudié et c'est en ne négligeant aucun de ces détails qu'elle est arrivée à s'assurer un grand commerce à l'étranger.



L'Exportation et l'Importation Américaine.

Pour l'année fiscale se terminant en Juin 1916 l'exportation des Etats Unis a été évaluée à **4. 345.000.000** de Dollars, et l'importation à **2.180.000.000** de Dollars, cela fait six milliards et demi de Dollars pour le commerce étranger annuel des Etats Unis et c'est le plus grand total connu dans l'histoire du commerce Américain. En 1872 le commerce étranger américain dépassa pour la première fois un milliard de Dollars. En 1900 il atteignit deux milliards et en 1907 dépassa trois milliards pour arriver en 1913 à atteindre quatre milliards et il se maintint toujours à peu près à ce niveau, jusqu'à la fin de cette année fiscale où il dépassa six milliards. L'importation qui avait en 1903 dépassé un milliard de Dollars est maintenant à peu près le double de ce qu'elle était alors. L'exportation qui en 1892 atteignait un milliard de Dollars est aujourd'hui quatre fois ce qu'elle était alors.

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In his annual report to the Government in Washington, published in a Supplement to COMMERCE REPORTS, Aug. 22nd, 1916, Consul General Alexander W. Weddell writes as follows regarding the Athens Branch.

The AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, an Athens branch of which was established in 1914, affiliated with similar organizations in Constantinople, Patras, Beirut, Alexandria, Smyrna, and other Levantine ports, showed a healthy growth in the first year of its existence. Rooms have been secured in the center of the business section of the city, where samples and catalogues are displayed and where information can be had concerning American exporting firms. The membership of this chamber in March, 1916, was about 60.

American Goods in Greece.

IN an interview with the NEW YORK JOURNAL OF COMMERCE, Consul A. B. Cooke of Patras, who recently went home on leave, is referred to as follows:

Greek bankers attribute the strong position of Greek currency to-day to the activities of that country's merchant marine, which has made possible the maintenance of foreign commerce in the face of the growing tonnage scarcity. This statement was made yesterday by Arthur B. Cooke, American Consul at Patras. In spite of the services of the Greek vessels, he said that shipping facilities between the United States and Greece had been inadequate since the outbreak of the war, principally because of the discontinuation of the services operated by the Cunard and Austro-Americana lines. The country is much interested in American trade and in the development of its merchant fleet, Mr. Cooke stated.

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"The Greek market is now practically wide open," said Mr. Cooke. "Before the war they traded chiefly with England and the European countries, and it was difficult to interest them in American goods because of the great distance separating the United States and Greece and the ease with which purchases could be made elsewhere. The war has closed many of the markets from which Greece formerly imported her supplies, and she is now buying almost everything she needs from America. The tonnage shortage has affected the development of this trade; Greek merchants have told me that they have had cargoes piled up on the docks at New York from three to eight months waiting space on ships to Greece.

"But even the high freight rates, which have advanced from 500 to 1,000 per cent over pre-war levels, have not seriously curtailed Greek imports, which are only slightly below normal. Greece is fairly prosperous both industrially and agriculturally, and money appears to be surprisingly free. The war has cut off some of the markets where she sold her products, the most important of which is the currant, but she has had no difficulty in obtaining others. Her trade has been somewhat hampered by war conditions but not seriously. It must be remembered that even in normal times Greece buys few luxuries, so that there have been few items of import which she could reduce. Among these few have been cotton goods and wearing apparel.

"Greek merchants are now buying such materials as they need from time to time. They do not wish to stock up for future demand with the possibility that the end of the war may cause a decline in the prevailing high prices and freight rates. They are growing accustomed to American goods and like them. I have not heard of a single instance in which the purchaser has been dissatisfied with the goods or with the prices. In many cases American goods have proved superior to those formerly used.

"Take, for example, shooks and staves, which constitute an important item of Greek import. These were formerly obtained from Austria, and all attempts to introduce the American products were futile. Now Greece has to buy here, and she is surprised to find that she is getting better results by purchasing in America, particularly in the case of staves. The Austrian staves were simply blocked out of the timber, and the Greek had to do much work to make them ready for use. The American stave is finished and the cooperage remaining to be done is negligible. More over, there is a big saving in the duty paid. This tax is upon the weight of the wood, and the Greek was forced to pay duty on much superfluous wood when he bought the Austrian stave.

"I believe that the American exporters can hold the business they have gained and further extend it after the war. In the past the balance of trade has always been in favor of Greece, which gives the United States a margin to work upon. Greece likes American products, and I think that the prices and terms will be satisfactory. The terms now asked are cash against documents at port of shipment, and the Greek is willing to meet these under present conditions. I have talked the matter over with many importers in my district, and their opinion is that cash against documents at the port of delivery will be the only change in terms required when peace comes.

"American coal, I believe, will find a permanent market in Greece. Cut off in large measure from the British supply, imports of coal from the United States have greatly increased. The quality of this coal has been entirely satisfactory. Coal is scarce now, and the high freights mean abnormal prices, a ton costing about 185 drachmas, or approximately \$37 a ton. With an improvement in shipping conditions, the United States should be able to supply the market to a considerable extent."

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American Trade in Greece.

THE United States in 1915 was the largest exporter to Greece. This fact, according to Consul General Weddell, was largely due to the substantial quantities of wheat purchased in the United States, the Russian and Balkan markets being closed on account of the war.

On the same subject, Consul A. B. Cooke reports as follows from Patras :

The effect of the European war upon American trade in this district has been to increase greatly both its volume and variety. Although it is not possible to state with any accuracy the value of American imports, it is safe to say that for some years previous to the outbreak of war they hardly exceeded \$100,000 per annum. During the year 1915 the value of these imports alone in which the consulate lent direct assistance amounted to \$3,746,000, and the total American imports for the year certainly far exceeded this amount.

The chief American articles of import were: Wheat, flour, rice, sugar, coffee, pepper, lumber, shooks, staves, coal, petroleum, lubricant oils, sulphate of copper, wire for nails, light machinery, cotton piece goods, haberdashery, and pharmaceutical supplies. The only lines of import that did not come chiefly from the United States were cotton and woolen goods, metal manufactures, dried codfish, and sulphur. Cotton goods came from England and Italy; woolen goods, from England; metal manufactures, from England, principally; dried codfish, from Labrador; and sulphur, from Italy.

In the American trade wheat easily led, accounting for perhaps more than half the total value of American imports. Flour, rice, sugar, coffee, and pepper were also largely imported from the United States. Imports of lumber, shooks, and staves were valued at about \$500,000. Coal, petroleum, lubricant oils, and sulphate of copper comprised the bulk of the remaining imports.

With peace restored it is practically certain that a large part of the trade now done by American exporters will revert to the original sources of supply. Wheat, which constitutes the largest item of import from the United States, will undoubtedly be brought from Russia, the natural granary for all this part of the world. Rice, which came from Italy and Egypt, will probably revert to its former channels. Woods, which came exclusively from Austria, will no doubt be brought in part again from that market; although it is believed that partly manufactured woods, such as shooks and staves, will continue to come from American sources.

The fields in which there will probably be sharpest competition and in which the American exporter will have the best prospect of holding his ground will be those of metal manufactures, textiles, haberdashery, leather, and pharmaceutical supplies.

If possible the American exporter should make some concessions as to terms. This market was formerly accustomed to credits of from two to six months. It is doubtful whether such credits were necessary, as was maintained by many importers. The fact that importers have during the war been able to do an abnormally large business (in certain lines particularly) on the basis of

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"cash against documents port of shipment" seems to indicate that local importers can do a cash business if necessary.

It is hardly probable that this market could be persuaded to continue its "cash against documents port of shipment" business with America in the face of credits that will doubtless be offered again by European markets upon the termination of the war. Several firms have expressed a desire to continue their business with American markets after the war, provided the American exporter is willing to deal on a basis of "cash against documents at port of destination"; which would be equal from the seller's standpoint to something like 30 days cash. The local importers have begun to discover that the American method of doing business on a practically cash basis has certain decided advantages to the buyer; and that the long credit terms offered in the past by other markets have generally been balanced by higher prices.

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American Chamber of Commerce for the Levant

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Exports from Patras.

(Consul A. B. Cooke).

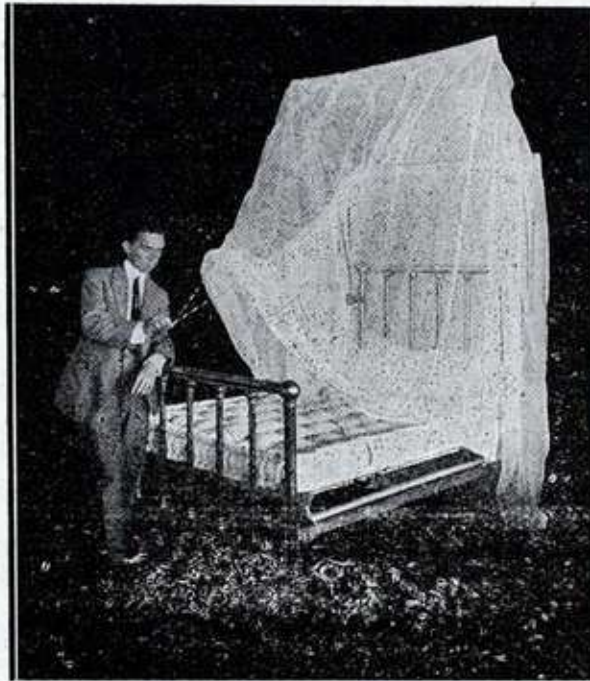
THE total declared exports from the Patras district to the United States during 1915 were \$1,908,219, as compared with \$2,095,544 for 1914, or a decrease of \$187,325 compared with 1914. The one item of tobacco accounts for \$144,845 of this decrease. The following table shows the articles exported and their values:

Articles.	1914	1915	Articles.	1914	1915
Books	— —	\$87	Oils :		
Butter	\$5,909	6,224	Olive	\$41,659	\$11,441
Caviar (red)	— —	2,536	Sulphur	77,113	32,380
Cheese	197,149	158,333	Peppers (pickled) .	2,263	846
Corkwood	— —	6,154	Polypus (dry)	— —	768
Fish roe	— —	1,513	Sage	— —	10,733
Fruits :			Skins :		
Citrons	7,476	2,272	Fox	— —	2,041
Currants	1,293,191	1,310,037	Goat	— —	28,907
Olives	292,840	210,734	Hare	— —	3,293
Raisins	171	274	Sheep and lamb .	— —	40,367
Honey	102	102	Soap	1,973	156
Laurel leaves	— —	12,111	Tobacco (leaf)	146,730	1,885
Licorice root	— —	47,910	Valonia	3,041	— —
Liqueurs	1,786	— —	Vegetables (canned)	3,494	5,642
Liquors	446	2,053	Wine	11,820	8,747
Nuts :			All other articles .	1,360	663
Almonds	3,428	— —	Total	2,095,544	1,908,219
Walnuts	5,593	— —			

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Trade at Salonika.

CONSUL John E. Kehl reports from Salonika that the imports from the United States to that port in 1915 were as follows:

Articles.	Pounds.	Articles.	Pounds.
Canned meat	1,542	Napthalene.....	3,045
Animal oil	1,731	Soap, common toilet	5,284
Tallow for candles.....	304,492	Soda, caustic	1,914
Barley, brewers'	137,291	Starch, wheat	88,798
Flour, wheat	25,640,754	Leather, kid.....	19,102
Rice.....	64,984	Shoes	3,175
Tapioca, arrowroot, must- ard, etc.....	1,418	Other leathers	15,591
Wheat.....	54,768,787	Pumps, wood	1,115
Other cereals	379,346	Cotton cloth, unbleached.	376,213
Coffee	35,264	Cotton drills	10,193
Oils (except medicinal) ...	375,674	Cotton linings.....	4,901
Starch, sirups, and glucose.	29,336	Cotton sailcloth.....	2,115
Sugar	625,526	Cotton stockings.....	5,625
All other confections.....	16,587	Cotton yarn	5,783
Pitch	2,817	Esparto cords	4,543
Tanning materials	128,628	Sacks, hemp	161,633
Chalk, manufactured	1,762	Agricultural implements.	5,978
Lead in bars or sheets ...	4,094	Structural iron	33,397
Petroleum	12,406,942	Hydraulic tubes and tur- bines	4,371
Sheet iron	694,258	Machines, meat-cutting..	3,056
Tin in rolls, pieces, etc...	3,880	Motor machinery	2,343
Wire, iron and steel, for all purposes.....	201,669	Pumps, metal, agricultural and industrial machin- ery	30,078
Roots, barks, and camphor	1,356	Cigarette paper	2,622
Lint, cotton, and other sterilized articles	6,195	Sewing machines	a 1,029
Benzine.....	91,415	Playing cards	b 1,312
Naphtha	8,080,506		

a Number.

b Number.

The trade of this consular district with the United States during the year 1915 registers a large balance in favor of the latter. This fact is most unusual, as the United States has always figured as a debtor to this district. There was little or no competition during 1915, which resulted in the sale of commodities from the United States of a variety and quantity hitherto unknown.

The total values of exports to the United States from the consular district of Saloniki during the calendar year 1915, according to certified invoices, was \$3,467,782, against \$7,447,312 in 1914, or a decrease of \$3,979, 529. There were no shipments to Porto Rico, the Philippines, or to the Hawaiian Islands.



Honorable JOHN E. KEHL
American Consul at Salonika, Greece.

The large decrease is accounted for in filler leaf tobacco. The export of this item alone is \$3,733,705 less than during 1914 and was due to the war.

There has also been a decrease in the export of opium, the greater part of which is of Turkish and Bulgarian origin. Exports of skins increased \$296,577 over the previous year, mainly due to large sales from Serbia to Saloniki exporters.

Exports from Athens to the United States.

ACCORDING to Consul General Weddell, the declared exports to the United States from the Athens consular district during 1915 were valued at \$1,911,864, as compared with \$1,369,142 in the previous year, a gain of \$542,722. The gain of 1914 over 1913 was \$297,278. The principal articles and their value invoiced were as follows:

Articles.	1914	1915	Articles.	1914	1915
Books	\$14,504	\$15,453	Oils-Continued.		
Butter	5,492	6,485	Sulphur	\$136,208	\$10,617
Caviar	3,135	13,354	Opium	— —	36,027
Cheese	184,433	201,336	Ores :		
Fish, salted	5,008	13,370	Chrome.....	73,061	52,378
Fruits and nuts :			Emery stone	— —	241,835
Almonds and			Magnesite.....	108,181	203,694
walnuts.....	1,917	8,864	Paints and colors .	— —	16,926
Carobs.....	— —	2,086	Skins	41,977	240,332
Cedrats	— —	2,868	Sponges.....	36,695	39,752
Citrons (in brine).	8,628	26,025	Tobacco	307,966	225,853
Figs.	— —	34,837	Vegetables, canned.	14,624	17,752
Mandarines	1,778	— —	Wines and liquors:		
Olives	87,924	74,931	Amylic alcohol ..	3,130	21,269
Lemons	1,345	— —	Beverages, spirit-		
Chestnuts	— —	2,518	ous	95,871	103,513
Furs	— —	13,145	Liqueurs.....	12,020	14,013
Gum mastic	1,017	14,398	Wines.....	9,768	6,927
Herbs	— —	15,661	All other articles..	23,077	29,900
Marbles	22,960	31,598			
Oils :			Total.....	1,369,142	1,911,864
Edible	133,895	76,323			
Machinery	34,419	7,864			

In considering the increases and decreases in the exports to the United States it should be remembered that the blockade of the Dardanelles and the gradual involving of various Balkan countries in the present war has affected trade in all its branches and not alone in volume, but frequently in direction. This latter explains in part the appearance in the export movement to the United States of new items, together with fluctuations in others.

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Magnesite in Greece.

CONSUL General Alexander W. Weddell reports from Athens that all magnesite mines in old Greece are located in the Athens consular district, most of them being on the island of Euboea. During 1914 the mines produced 117,430 metric tons of raw magnesite; the total production for 1915 is placed at 153,858 tons.

According to unofficial but reliable sources, the quantities of magnesite shipped to various countries in 1915 were distributed as follows (a discrepancy between exports declared at this office and this estimate will be noted):

Country.	Raw.	Calcined.	Country.	Raw.	Calcined.
	<i>Tons.</i>	<i>Tons.</i>		<i>Tons.</i>	<i>Tons.</i>
England	43,545	7,627	Greece.....	350	100
America	33,641	6,318	Total.....	92,661	18,726
France	13,375	4,351			
Netherlands.....	1,750	350			

America bought more heavily in 1915 than in former years, which is to be ascribed to the shutting down of the Styrian mines in Austria. The demand for Grecian magnesite in 1916 promises to equal that of 1915. The Austrian product is much inferior to the Grecian magnesite, although it serves equally as well as the higher grade products in the making of fire brick; the Grecian ore is especially prized for making composition flooring.

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

Life Restored to the Desert.

(Translated from the "Lloyd Ottoman" by Vice Consul Chas. E. Allen).

UNDER the title "The New Desert" (Yeni Tcheul), the "Tanine" published yesterday a remarkable article on the works of culture which, in the course of the past two years, have been carried out in the desert of Sinai. We borrow the essential points:

"Syria has seen little of the war itself, except when from time to time an Entente ship of war spread her smoke in view of the coast and fired some shells in the form of a salute. On the other hand, an effort has been made to conquer the desert with the aid of the pick and shovel, and human genius has entered into a struggle with the sands of the desert. With the sweat of their brows, the laborers have worked for the good of Syria and of Palestine. Regions unknown to human traffic have been covered as if by enchantment by a network of roads. Railways have been extended afar. In the cities the smoke-stacks of newly-founded factories have begun to vomit clouds of smoke to work for the material needs of this region, and moral results have crowned the work. Thus it has happened that Syria has profited more from two years of war than from fifty years of peace.

"This work of peace has shown itself more clearly on the coast of Sinai. Military considerations prevent our giving names and figures but we can without fear tell what has happened. The desert of Sinai has not ceased to be a desert as it has always been. But it has lost its mortal terrors. Only recently this desert was traversed with as much difficulty as in the time of Moses and Sultan Selim. Water was rare and what could be found was acrid. There was neither shade nor anything which could protect the traveler from the horrors of the solitude. The sun is just as burning as formerly, and villages still are wanting. But now everything necessary for traversing the desert is found. There is water and even ice to refresh it. There are roads and railroads. There are human habitations and plantations. The houses are not constructed of dried earth and clay, but of stone. Water is brought from afar by conduits hidden under the sand. Formerly nobody travelled in these regions except on the back of a camel. Today the automobile circulates there as in the streets of a great city.

"Suddenly in the midst of the infinite undulations of sand a whistle is heard. A train is approaching on the gleaming rails and along the right of way there is a long row of telegraph poles, thanks to which the desert is bound to the rest of the world. Human civilization no longer abandons us at the first step we make into the desert. There are even hospitals and physicians. The white points which are seen afar off are tents destined for sick people. And when night comes, here and there in the darkness, lights can be distinguished announcing that there are other men there. These buildings, the materials for which have been brought from afar, these water conduits, which bring the refreshing drink a distance of an incalculable number of kilometers, these are the products of human energy lighted by science.

"This work of civilization is particularly remarkable from two points of view. First from the military point of view: Formerly nothing was more difficult than an expedition into the sands of the desert. These difficulties have been overcome for the most part. Then there is the economic point of view: Human civilization is penetrating the desert by means of the railroad. All along the right of way the value of lands increases. From Jerusalem to Beersheba, purchasers have been found for the lands near to the stations. At Beersheba property is worth ten to twenty times what was asked formerly. Behind Beersheba a great part of the desert is suitable for cultivation. Thus this corner of the world which until now was completely abandoned, gives promise of a better future."

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*Sirkedji, Angora Han,
Constantinople.*

United States Commission of Amity and Good Will. — Closer amity between the United States and other nations of the world was suggested in a telegram recently forwarded to President Wilson by the Illinois Manufacturers' Association. The portion of the telegram dealing directly with that phase of internationalism states that the manufacturers "respectfully recommend that you, as President of the United States, use your influence to secure the appointment of a commission of from twelve to twenty Americans for the purpose of visiting the capitals and commercial organizations of all nations. We believe that this commission should immediately visit Mexico, China and Japan for the purpose of fostering closer relations with the people of these countries. We believe that an era of goodwill, mutual regard and a better understanding cannot fail to result from the visits of such a commission from the United States". America cannot send out too many Commissions of that sort. The scheme of the ILLINOIS MANUFACTURERS' ASSOCIATION is an excellent one.

Lumber Prices.

"LUMBER has gone up in price somewhat in 1916 as compared with prices in 1915, but the increase is far below the percentage of increase in cost of almost any other article in the world of commerce," declares R. S. Kellogg, secretary of the National Lumber Manufacturers' Association (Chicago), following the publication of the Government report of the average values of various species of wood. The increase is not even applied to all species, for some species of wood are actually valued at less this year than was the case in 1915, Western pines being such an instance.

The lumber trade was in a state of depression for many years; manufacturers were cutting and selling lumber at a loss in order to secure money to pay fixed charges on their investments, and what slight advances has been made in the past year should be compared with the great increase in food, clothing and other materials during the past ten years, to give the lumber trade its comparative relation to the rest of the nation's commerce".

Here is the average f. o. b. mill value per thousand feet of the principal kinds of lumber:

	Average values per 1,000 feet.	
	1915.	1916.
Softwoods —		
Yellow pine.....	\$12 50	\$15 02
Douglas fir	10 50	14 20
White pine	18 00	18 32
Hemlock.....	13 00	15 31
Western pine	14 50	14 01
Spruce	16 50	17 33
Cypress	20 00	21 94
Redwood	13 50	16 64
Cedar	15 50	18 12
Larch	11 00	11 91
White fir	11 00	12 91
Hardwoods—		
Oak	19 00	21 76
Maple	15 00	15 53

Yellow poplar	22 50	24 21
Red gum	12 50	13 46
Chestnut	16 00	17 49
Birch	16 50	17 24
Beech	14 00	14 05
Basswood	19 00	18 66
Hickory	23 50	30 42
Elm	17 00	18 08
Ash	22 50	24 35
Cottonwood	17 50	17 15
Tupelo	12 00	14 13



A Model Town in America for Workmen.

PLANS for the centering of much of the bar and steel hoop operations of the Carnegie Steel Company at the new industrial town of McDonald, not far from Youngstown, Ohio, include the building of what is generally termed a "model," town for workmen who will be asked to go there. The plant, with its equipment, will represent an outlay of approximately \$10,000,000. It is to have six steel hoop mills and four merchant bar mills, laid out with heating furnaces, and all other equipment so as to make them unusually economical in operation.

The company is laying out an attractive mill town, in which will be built pretty homes for the men, with school facilities, excellent water supply and other features. All the sanitary plans are to be completed in advance, such as sewers, water service, street pavements, etc.

The success shown at the beautiful town of Woodlawn, Pa., the new mill town of the Jones & Laughlin Steel Company, below Pittsburg on the Ohio River, has been an example for many new concerns. It drew high grade men at once, because it had at the start paved streets, primary and high schools, department stores, and homes supplied with every modern convenience at lower rentals and current costs than in other and older cities and town of twice its

size. That steel company even built a street car line for the workers, with half fare for workers to and from the mills, and aided in establishing the churches for the various creeds existing among the 8,000 to 10,000 men.

McDonald, Ohio, which is now being laid out as rapidly as labor can be concentrated there, is to be built in a general way along this line, and, according to plans in view, the new town that the Carnegie Steel Company will build around its huge by-product coke works near Clairton, Pa., just above Homestead, will be worked out on a similar plan.



Steamers of the Air. — Experiments made by the Navy Department in Washington indicate that steamdriven seaplanes may solve the motor problem of air navigation. Many officers believe that only the question of getting the weight of the steam plane down to the lowest possible figure remains to be answered before a steamer of the air is constructed and tried. Experimental work was begun many months ago and an improvised plane, consisting of a boiler similar to those used in steam automobiles and a compact steam turbine, has been thoroughly tested. Those in charge of the work will not discuss it further than to say that they are very hopeful of a successful outcome. Steam equipment would guarantee constancy of power, upon which aeroplanes depend for stability; most accidents to aviators, it is pointed out, have been due to failure of motors. Steam turbines also would provide power far in excess of anything now obtainable with gasoline engines, it is said, a factor vital to the navy, since seaplanes are much heavier than aeroplanes for service over land.

Automobiles in Arabia — There are about 250 motor cars registered at Aden. Nearly all of these are of American manufacture. American tires give good satisfaction in that market.

American Purchases of Olive Oil.

(Consul General Carl Bailey Hurst,
Barcelona, Spain).

OWING to the efforts of Spanish exporters and the diminished shipments of olive oil from certain belligerent countries, heavy sales of Spanish olive oil have been made abroad, particularly in the United States. On the first three voyages of the new Spanish steamship line to New York, nearly 1,000,000 gallons of refined Spanish olive oil will be billed to American consignees. Unrefined Spanish olive oil is now in demand in other countries, where, presumably, it will be refined and blended to be disposed of under non-Spanish labels. A movement is on foot, however, to restrict exports of the crude oil so far as practicable, because of the ultimate benefit to Spanish olive-oil exporters in selling the refined product under their own names.

During 1915, some 326,000 metric tons, of 2,204.6 pounds each, of olive oil were produced in Spain, an increase of more than 118,000 tons over the preceding year. This oil is not of uniform grade, being influenced by latitude, soil, and climate, but in general the olive oil of the Peninsula is considered by Spanish experts to excel in fragrance, transparency, and flavor.

American Petroleum.

THE petroleum marketed in the United States in 1915 amounted to 281,104,104 barrels, valued at \$179,462,890. The United States Geological Survey reports that more crude petroleum was marketed in the United States in 1915 than in any previous year in the history of the industry—nearly a 6 per cent increase over that

credited to 1914, and about 5 per cent in excess of the estimated total made public by the Geological Survey on January 1. The average price received at the well for this output was 64 cents a barrel.

American Coal Output.—The production of bituminous coal and anthracite in the United States in 1915 amounted to 531,619,487 short tons, valued at \$686,691,186, an increase, compared with 1914, of 18,694,010 tons or 3.5 per cent, in quantity, and of \$5,200,543, or 8 per cent, in value, according to C. E. Leshner, of the United States Geological Survey. Of this total output, 442,624,426 short tons, valued at \$502,037,688, was bituminous coal and lignite and 88,995,061 tons, valued at \$184,653,498, was Pennsylvania anthracite. Pennsylvania, with an output of 157,955,137 tons of bituminous coal and 88,995,061 short tons of anthracite, ranks first among the coal producing States. West Virginia, with a production of 77,184,069 tons; Illinois, with 58,829,576 tons; Ohio, with 22,434,691 tons, and Kentucky with 21,361,674 tons, follow in order of production. Thirty States and the Territory of Alaska contributed to the total, of which number fourteen States had increased production, and seventeen had decreased production, compared with 1914. To produce this coal 734,167 men were employed for an average of 209 days.

"Turkish" Tobacco in America.—A firm in San Francisco, California, U. S. A., announces that it has made a shipment equivalent to a carload, of "Turkish" tobacco, grown in California, to Australasia. It is stated that if the shipment is satisfactory to the consignees, it will probably lead to further Australian purchases of this product in California. This is the first time that tobacco grown in the Golden State has entered the export field.

Une autre Corporation
pour le
Commerce Etranger.

AFIN de donner une plus grande étendue au commerce étranger des Etats-Unis, non seulement dans l'Amérique du Sud, mais aussi en Espagne, en Orient, en Australie et en Afrique, un groupe de financiers présidé par Monsieur Joseph Coler, président de la "Fifth Avenue Bond and Mortgage Company of New York" a organisé la "Internations Commercial Corporation". De grandes entreprises financières et commerciales tant en Europe qu'en Amérique du Sud ont assuré leur concours à cette nouvelle organisation. La corporation se chargera de s'occuper du développement de l'exportation de la Fifth Avenue Bond and Mortgage Company dont les affaires ont déjà pris un grand développement depuis la guerre. Elle bénéficiera des relations industrielles déjà établies avec plusieurs fabriques importantes en Amérique dont elle a entrepris de développer le commerce à l'étranger. Le commerce d'exportation des Etats-Unis avec les pays étrangers augmente de jour en jour, et les promoteurs ont tout lieu de croire que grâce aux dispositions prises ils pourront assurer aux Etats-Unis une grande partie du nouveau commerce, rendu possible avec les conditions actuelles. Un des vice-présidents de la nouvelle corporation, Monsieur Prezet dit: "Pour faire face à nos nouvelles obligations et pour recueillir tout l'avantage des conditions placées à notre portée il est essentiel d'organiser en un corps constitué, une entreprise assez forte pour pouvoir profiter de toute affaire commerciale ou financière qui pourrait se présenter. Il faut que nous ayons une organisation quelconque pour pouvoir acheter, vendre ou négocier toute marchandise ou toutes sortes d'articles pour lesquels on pourrait trouver un marché. Par exemple tout pays Sud Américain est

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acheteur de tout ce qui est fabriqué aux Etats Unis. De leur côté ces pays trouvent aux Etats-Unis un débouché pour leur fer, leur cuivre, leur huile, leur bétail, leur café, leur cacao, leur pétrole, leur canne à sucre, leur coton, leur riz et plusieurs autres produits indigènes. Avec peu de capitaux l'importation des matières premières pourrait être considérablement augmenté à notre avantage. Une corporation bien financée et bien dirigée, avec des facilités pour obtenir du crédit local en pays Sud Américains, trouverait que ce n'est qu'une simple affaire de banque que de trouver le crédit nécessaire pour monter des affaires. En organisant la Internations Commercial Corporation, toutes les dispositions nécessaires ont été prises pour éviter aux fabricants le souci des détails tels que, marques, emballage, chargement, etc. Des hommes d'affaires qui ont déjà fait leurs preuves font partie de cette organisation. La corporation sera enregistrée sous les lois de la province de New York avec un capital de 5.000.000 de Dollars.

L'Industrie Electrique en Amérique.

ENTRE les années 1909 et 1914 l'industrie des articles et machines électriques a augmenté de 50% aux Etats-Unis. Le "United States Bureau of Census" a publié en 1916 un sommaire du recensement des produits manufacturés de cette industrie. Durant cette période de cinq ans le nombre des établissements a déchu de 30, c'est à dire que de 1.151 il est tombé à 1.121; mais en éliminant les établissements qui ne fabriquent les machines électriques que comme produits auxiliaires, le nombre total de ces établissements s'est accru de vingt et un.

De ces 1.121 établissements existant en 1914, 234 se trouvaient dans la province de New York; 151 dans celle de l'Illinois; 129 dans celle de l'Ohio; 114 en Pennsylvanie, 100 dans la province de Massachusetts; 83 dans celle de New Jersey; 46 en Connecticut; 46 dans la province d'Indiana; 30 dans celle de California; 19 dans celle de Missouri; 18 en Minnesota; 17 dans la province de Rhode Island; 8 dans le Colorado; 7 en Maryland; 6 en New Hampshire; 5 dans la province de Iowa; 4 dans chacune des provinces de Delaware, North Carolina, Tennessee, Washington et West Virginia; 3 en Kentucky; 2 dans chacune des provinces de, District of Columbia, Louisiana, Nebraska et Vermont et 1 dans chacune des provinces de Alabama, Kansas, Oregon, South Carolina, Texas et Virginia.

Le tableau suivant donne un sommaire des statistiques des années 1909 et 1914.

Produits.	1909	1914
Dynamos	\$17,231,804	\$23,233,437
Transformateurs	8,801,019	13,120,065
Moteurs	32,087,482	44,176,232
Bateries et accessoires	10,612,470	23,402,455
Fusées et accessoires	1,934,864	3,602,741
Lampes à Arc	1,706,959	742,142
Projecteurs et Reflecteurs	935,874	2,081,545
Lampes à Incandescence	15,714,809	17,350,385
Douilles, Receptacles, bases	4,521,729	5,512,609
Appareils Téléphoniques	14,259,357	22,815,610
Appareils de Chauffage électrique	1,954,112	4,034,436
Voltmètres, Ampèremètres, etc.	7,800,010	8,786,503
Cables et Fils isolés	51,624,737	69,505,573
Autres articles	66,694,153	115,416,577
Total	240,037,479	359,412,676

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Le Prix de la Laine en Amérique. — Le 13 Juillet 1916, le Ministère de l'Agriculture à Washington attirait l'attention sur les prix extraordinaires de la laine. Le compte rendu disait qu'en Juin 1916 on payait en Amérique 28.7c la livre pour de la laine non lavée, tandis qu'à la même époque, les dix années précédentes, on ne payait que 23.7c, 18.4c, 15.4c, 18.7c, et 19.5c la livre. Ces prix sont basés sur des rapports du "Bureau of Crop Estimates". L'exposé du Ministère de l'Agriculture ajoutait: "Cette année, une toison pèse en moyenne 6 livres 92, au prix de 28.7c la livre, cela fait à peu près 2 Dollars par toison. Le nombre de bêtes tondues en Amérique varie ces dernières années entre 36.000.000 et 37.000.000 de bêtes par an. Le poids de 6 livres 92 est un poids maximum qui n'avait jamais été atteint aux Etats Unis. L'année passée la moyenne avait été de 6 livres 84 et celle des dix années précédentes de 6 livres 74. Il est intéres-

sant de remarquer combien on est arrivé ces soixante sept dernières années à augmenter le poids de la laine fournie par bête. De 1800 à 1840 la moyenne était de livres, 6.63, 5.57, 4.80, 3.52, 2.68, 2.42 et 1.85 par bête. On remarque aussi qu'en Australie, les bêtes donnent ces dernières années une plus grande quantité de laine".

Automobiles en Amérique.

D'APRÈS une compilation publiée par le Bureau des routes publiques au Ministère de l'Agriculture, les quatre-vingt-dix pour cent des enregistrements et des permis payés en 1915 par les automobiles, c'est à dire 16.213.387 Dollars ont été dépensés pour la construction et la réparation des routes de l'Etat.

En 1915, 2.442.664 voitures automobiles ont été enregistrées et une somme totale de 18.245.713 Dollars a été payée par leurs propriétaires comme frais d'enregistrement, de permis, d'impôts et patentes. Ce chiffre dépasse de 5.863.760 Dollars celui de 1914. Et en 1915 il y a eu 734 325 voitures en plus qui ont été enregistrées.

On peut se faire une idée de l'augmentation des recettes des voitures automobiles quand on observe que New York qui a été la première ville qui a fait payer des taxes aux automobiles n'avait encaissé en 1901 que 954 Dollars. En 1906, 48.000 voitures ont été enregistrées dans tous les Etats-Unis.

Il y a maintenant en Amérique une moyenne d'une voiture par 44 personnes. Cependant l'Etat d'Iowa par exemple l'emporte avec une moyenne d'une voiture pour 16 personnes, tandis qu'en Alabama on ne compte qu'une voiture pour 200 personnes.

Arabian Skins. — The United States is the principal buyer of goatskins and sheepskins exported from Aden. The amount approaches \$1,500,000 annually.

Greek Demand for Typewriter Supplies.

(Consul John E. Kehl, Saloniki).

AN unusual demand, now existing, creates a good opportunity for the sale of American typewriter ribbons and carbon paper at Saloniki. The small supply of these commodities now on hand is of European origin, and, although of very poor quality, the goods are selling at the following wholesale prices to local dealers: Ribbons, \$5.25 to \$5.75 per dozen, with 3 per cent off for cash; carbon paper, \$1.75 to \$2.50 per box containing 100 sheets.

Under the Greek customs tariff now in force the practice has varied with reference to classifying typewriter ribbons and carbon paper. The local customs director states that ribbons are usually placed under article 287 a, „typewriter accessories,“ paying a duty of 5.80 drachmas per oke (\$0.40 per pound), the weight of box and spool not being counted. Carbon paper has sometimes been classified under article 306 as „colored paper,“ paying 2.90 drachmas per oke (\$0.20 per pound), not counting the weight of the container. It has more often been classified, however, under an omnibus clause providing that all commodities not specified in the Greek customs tariff shall pay a duty of 20 per cent ad valorem, the market price in Saloniki serving as a standard of value, after deducting 20 per cent of the price. In addition to the import tariff there is a municipal tax of 1½ per cent *ad valorem*.

American banks probably would be able to obtain from Saloniki banks information as to the financial standing of local firms. Under normal conditions, terms of sales in the wholesale market are from 2 to 4 months credit, with a discount of 2 to 5 per cent for cash. In view of present local business conditions

and lack of transportation facilities, it is recommended that American firms quote prices cash f. o. b. New York at the pier of the National Navigation Co. of Greece.

The Turkish Klondike — In view of the varied mineral deposits of the Dead Sea basin (Palestine), the latter at times has been called the Klondike of the Holy Land. Mines of copper, famous in Byzantine times, bitumen, marble, porphyry and phosphates necessary to agriculture, as well as coal and oil, are believed by exploiters and financiers to lie in lavish quantities in Syria. With a railroad equipment throughout the country which the Germans are industriously completing even during the war, having opened last December a new line from Jerusalem to Beersheba, and with the prospective road building of the Standard Oil Company of New York, these ancient regions now are being opened up to modern industrial activity.

Germany's Commerce. — In a technical periodical in Essen, Professor Walter Troeltsch of Warburg University contributes an article on industrial cartels which he describes as sheet anchors in the severe dislocation caused by the war. Professor Troeltsch predicts a further expansion of the cartel system after the war. “We shall have to face a long period of diminished purchasing power, combined with higher costs of production, owing to dearer raw materials, and also higher taxes and higher wages,” says Professor Troeltsch. “This will compel industries to work in closer combination.” The writer foresees the creation of powerful purchasing syndicates in close touch with the Imperial Government.

Eggs for America.

IT has repeatedly been pointed out in consular reports from Turkey and in the LEVANT TRADE REVIEW that it would seem possible, under normal conditions, to ship eggs from the Near East to the United States. On this topic, the following extract from a report by U. S. Consul General Sammons in Shanghai will prove of interest:

The American egg-preserving plant, owned and operated by the Amos Bird Co., of Boston, Mass, and recently completed at Shanghai, is now handling 300,000 eggs daily. The product is either frozen or dried, and shipped to the United States, at present via the Pacific Coast.

The frozen product is divided into three classes— whole eggs, egg yolks, and whites of eggs. The dried product consists of whole eggs and egg yolks. In both instances the eggs are churned or „ scrambled. “ The albumen is largely used in the manufacture of candies in the United States, while there is a demand for the frozen product at bakeries and hotels.

American machinery is used in this plant with results which are entirely satisfactory. The eggs are purchased in the Shanghai market, and the price paid averages more than half a cent apiece. Two hundred Chinese are employed and half of these are girls. Chinese girls break and examine the eggs, handling an average of 3,000 a day. In the same class of work in the United States, it is understood that American girls break and examine an average of 4,000 a day. Chinese men „ candle, “ or examine eggs by holding them before an electric light, and average about 16,000 a day. All the Chinese employees are inspected by an American physician and all are vaccinated. Cleanliness is noticeable on all sides.

It is estimated that the Chinese girls and other employees in this egg plant are paid less than a quarter of the wages received by Americans in American plants of a similar character. While the Chinese girls will, no doubt, become more proficient with experience, they are not yet able to perform as much work as female labor in similar lines in the United States. Their present pay is approximately \$5 a month.

At present ample refrigerator space is obtained on Japanese steamers, the product being handled in the United States in refrigerator cars. In due course it is expected that the product of this American egg plant will be largely shipped via the Panama Canal to the Atlantic seaboard.

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Rugs and Carpets.

A report on the 1914 census of manufactures for the carpet and rug industry has been issued by the United States Bureau of the Census, including a comparison of the figures with those of the census of 1909. The total value of products reported in 1914 was less by \$2,059,967, or 2.9 per cent, than the corresponding total for the preceding census.

The report does not include statistics for establishments which manufacture carpets in which rags or jute or other vegetable fiber constitutes the sole or principal material. The number of carpet factories declined from 139 in 1909 to 97 in 1914. Several went out of business, chiefly on account of the lessened demand for ingrain carpets and rugs, due to a change in styles. Eight establishments manufacturing jute carpet were classed in this industry in 1909, but are included in the "jute and jute goods" industry in the 1914 census. The value of the products of these concerns was \$736,769 in the earlier and \$823,798 in the later year.

The chief constituent material of the carpet and rug industry is wool, either in raw or in partially prepared form. The raw wool used in 1914 amounted to 52,552,449 pounds and cost \$10,493,743,

as compared with 64,135,020 pounds, costing \$11,752,396, consumed in 1909. Woolen and worsted yarns also constituted important materials. Of woolen yarn, 21,626,360 pounds, costing \$5,821,848, was used in 1914. Worsted yarn to the amount of 9,267,278 pounds, costing \$4,592,906, was used. Of materials other than wool, yarn made of jute, ramie, and other vegetable fiber is of greatest importance, this being the only material extensively used in the industry which in 1914 showed a gain as compared with 1909. The amount consumed in the later year, 59,148,266 pounds, costing \$6,040,186, represented an increase of 6.4 per cent in quantity and 53.8 per cent in value in comparison with the 1909 figures. Cotton yarn to the amount of 24,619,137 pounds, costing \$4,637,673, and linen yarn amounting to 7,602,200 pounds, costing \$1,414,924, were the other important materials used.

The quantities and values of the various products of the industry were :

Products.	1909	1904	Products.	1909	1914
Total value..	\$71,188,152	\$69,128,185	Ingrain carpets and rugs :		
Axminster and Moquette carpets and rugs :			Square yards.	23,931,624	8,973,270
Square yards.	15,691,358	15,742,835	Value	\$9,158,632	\$3,406,381
Value	\$17,372,706	\$18,786,693	Smyrna rugs :		
Wilton carpets and rugs :			Square yards.	1,400,233	822,150
Square yards.	5,343,616	5,616,263	Value	\$1,660,322	\$870,891
Value	\$10,119,330	\$11,929,605	Colonial or rag rugs :		
Body Brussels carpets and rugs :			Square yards.	474,631	779,732
Square yards.	4,436,457	2,698,840	Value	\$250,593	\$530,259
Value	\$5,550,189	\$3,995,626	Wool and paper-fiber rugs :		
Tapestry velvet carpets and rugs :			Square yards.	(a)	4,168,954
Square yards.	10,660,170	13,227,819	Value	(a)	\$1,543,079
Value	\$9,027,193	\$12,867,635	Other wool rugs :		
Tapestry Brussels carpets and rugs :			Square yards.	2,202,316	695,957
Square yards.	17,078,476	13,614,354	Value	\$828,040	\$1,108,506
Value	\$12,999,333	\$9,852,647	All other products, value...	\$4,221,818	\$4,444,863

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The following information with regard to conditions in the oriental-rug trade was obtained by letter from five large oriental-rug dealers in the United States :

Three firms state that they have been unable to get rugs from Asia Minor or even to communicate with that district. One firm is of the opinion, from what little information it has received, that oriental rugs from this section will be much higher in price after the war, owing to the scarcity of labor and of wool.

At the outbreak of the war Persian rugs declined sharply in price, and the exchange value of the silver kran dropped from \$0.0875 to \$0.07. There has since been a gradual improvement in prices, and the exchange value of the kran has gone up to \$0.11, which makes the goods cost considerably more.

Most of the dyes used in Asia Minor, one dealer states, come from Germany; but Persia uses its own dyes as well as its own wool. Rugs are still being woven in Persia, according to two dealers, but not in the numbers that were customary before the war; for exporting houses, owing to the risks of shipment, are not ready to make the necessary advances in money to the weavers. The markets were well stocked in 1915, but subsequent purchases by American importers and the shortage of new rugs have made present stocks much lower. The diminution, according to one firm, is noted particularly in the very popular small rugs that came from the Hamadan district. This firm adds that the most disturbed carpet center in Persia is the Kirman district, from which no goods have been shipped for some time.

The chief obstacle at present in the Persian rug business is the difficulty of shipment, which tends to keep prices lower in Persia. It has been almost impossible to ship goods from Persia by the usual routes through the Persian Gulf or the Black Sea. Shipments through Russia are difficult and subject to delays, if not impossible, as one firm believes. Any rugs received under present conditions will cost more delivered than they did before the war, on account of additional charges for insurance, freight, etc.

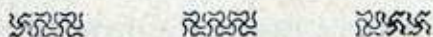
One dealer tells of his personal experience in the rug-manufacturing districts as follows:

"A little over a year ago, while I was in Persia and Asia Minor, I managed to bring my goods within Russian territory and from there to Russian ports. The merchandise that I bought has been on the way for over a year. I understand that at present it is impossible to secure transportation from Persia and Asia Minor through Russian ports. I would not recommend anyone to purchase goods and send them over the route that mine are taking.

"Market conditions may differ now from what they were a year ago. Since my return two months ago I have been informed that many American importing houses have sent representatives to Persia, the Russian Caucasus, and the Asia Minor frontier to take up all available

goods and store them there. As soon as they reach these interior points a considerable rise in prices may be expected.

"There is available a considerable quantity of inferior and undesirable goods, formerly shipped to Europe, but very little of the best quality, such as is purchased by the American market. There are on the way to New York 3,500 to 5,000 bales, which we sold at Basra and various Persian sections."



On the subject of the rug market conditions in Constantinople, Harry Mandil, Esquire, an expert in the rug business (of the firm of Sadullah, Robert Levy & Mandil, Stamboul, Constantinople) and a member of the Board of Directors of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, expresses himself as follows:

"At the outbreak of the war, the bonded carpet warehouse in Constantinople was fairly well stocked notwithstanding a shortage of goods when compared with previous years.

"At that period owing to the uncertain conditions in general and the interruption of the shipping facilities with the different rug markets of the world, desirable lots could have been purchased at a lower price than before the war, most of the sellers being anxious to realize as much as possible in ready cash. But hardly any transactions took place.

"A few months later, conditions changed entirely. Confidence was restored, and shipping communications, although difficult and costly, were established with the German and Austrian rug centers upon which higher prices prevailed until they reached an average of from 30 to 50% above rates ruling prior to the war. A few grades of particularly popular goods in the German markets went even higher than the above mentioned average.

"During this purchasing period, \$1,200,000 of rugs and carpets were purchased in this market, mostly by representatives of German firms, one firm alone having secured about \$300,000 worth. The markets of Holland, Denmark, Norway and Sweden were kept supplied by the German carpet firms. All purchases were paid for in Turkish currency, German buyers thus losing from 20 to 25% on the rate of exchange. When we take into consideration the advanced price at which goods were sold, also this loss by exchange as well as costly freight and insurance rates, we find that goods cost the German importer from 55 to 80% higher than prior to the war.

"The Austrian buyers have purchased considerably less than could have been expected. This perhaps was due to their high loss on exchange which varied from 45 to 60%. Reports from the Austrian markets inform us that their rug stocks are exceedingly low.

"Regarding outlook for the future, we are deprived of reliable communications from the Persian markets. As to what amount of goods they have been able to ship to the United States markets, we are not fully informed. We know, however, that the exports to the United States from Persia of carpets amounted to \$608,371 for the fiscal year ending June 30th, 1915, as against \$1,760,869 for the previous fiscal year. If that is approximately speaking the entire amount of goods shipped from that district, we have every reason to believe that Persia is still fairly well stocked with ready goods. However, when we take into consideration

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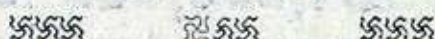
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that, with the probable exception of Germany, all the other rug markets of the world are very low in stock, we come to the conclusion that all Persia's ready goods will by no means satisfy the demand which is anticipated. Hence a shortage of goods with high prices prevailing can be expected.

"Weaving in Persia is practically at a standstill owing to the disturbed conditions and also to the fact that exporters as well as local merchants have ceased advancing money to the weavers. Consequently, we cannot expect weaving to resume its former activity until peace is declared and conditions become more normal. It will then take three to four years if not more until the output is sufficient to replenish the various rug centers. It is furthermore safe to presume that although the high prices of the present day will then not prevail, still it is not at all likely that we shall ever again see Persian carpets at prices known to us previous to the war."



There is a wide-spread opinion in the Constantinople rug market that much would be gained if the United States would change its tariff law so as to provide, instead of an *ad valorem* duty of 50% uniformly on rugs and carpets of all kinds, a duty based purely on weight. This is the system prevailing in Germany and Europe generally, and which has recently been introduced also in Turkey. The latter country now has established an import duty of 7 piasters per kilo, a tariff which will keep the world's rug market in Constantinople instead of letting it be transferred to London.

The present American system invites to undervaluation and is pregnant with delays and lawsuits. The large American firms such as W. J. Sloane, B. Altman, John Wanamaker, H. B. Claffin, Fritz & Larue, R. H. Macy & Co, Marshall Field & Company, Mandel Bros, R. H. White, as well as reputed foreign firms in New York such as Castelli Bros., who do business "on the square," suffer from competition with less scrupulous importers who manage somehow to secure lower valuations at the Customs. Especially in fancy goods and antiques where the value is more or less fictitious, there is room for fraud and fraud is practised in other qualities as well, although fortunately not on a large scale. For instance, X. buys a lot of 100 carpets at the rough price of 50 francs per piece, making a total cost of 5000 francs. He then sells in the Constantinople market out of this lot 40 inferior rugs for 30 francs each, receiving a total of 1200 francs. X. now has 60 rugs left of a value of 3800 francs or 63 francs for each. The American duty on each of these rugs would be 31 ½ francs and the honest importer in New York would pay such a duty. X., however, sells these 60 rugs to his house in New

York at 50 francs per rug, the original lot price, and pays duty at the rate of 25 francs per rug. This difference is enough to give him the advantage in the New York market, and the conscientious merchant loses the business.

The above illustration refers to cheap rugs. When it is considered that all the fine rugs go to America, it is seen that much latitude is afforded for misrepresentations and misunderstandings, difficulties which would be eliminated by a straight levy of duty per pound of weight. Such a system would be heartily welcomed by all honorable dealers in rugs both in America and in Constantinople. America takes nearly as many Oriental rugs and carpets as all other countries combined.

It is not a question of lowering the duty but of introducing a just and simplified system. It is likely that by the weight system, the cheaper rugs would suffer in comparison with the finer qualities. However, as America produces mostly rugs competing with the cheaper Oriental grades, the weight system would materially encourage the American domestic carpet industry. America, as is well known, produces a variety of imitations of the Persian and Smyrna carpets.

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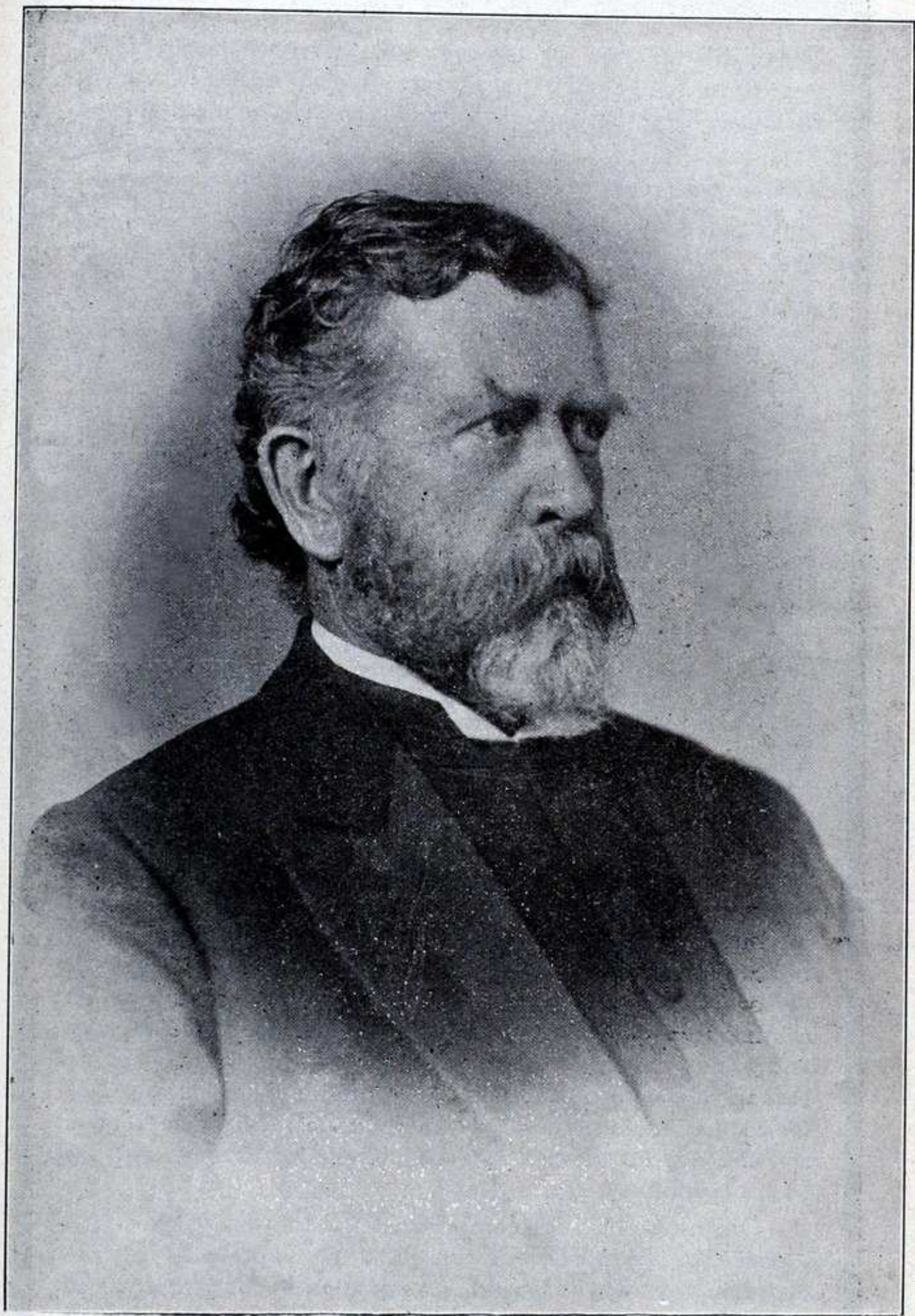
Marcellus Bowen.

OUR members, near and far, East and West, will be deeply grieved to learn of the demise of the Chamber's president. Marcellus Bowen died in Vevey, Switzerland, October 3rd, 1916. Mr. D. Alton Davis, our Treasurer, now serving German prisoners of war in France under Y.M.C.A. auspices, writes as follows from Geneva regarding the sad event:

"While on their way back from Champéry, where Dr. and Mrs. Bowen had been spending the summer, they stayed for a few days in Vevey. While there, on Monday afternoon, October 2nd, Dr. Bowen had a stroke of paralysis. From that time until he was called home, on Tuesday, October 3rd, at 4.25 p.m., he never recovered consciousness. Perhaps it is the suddenness of it all that makes it unbelievable to us who have been so much with him of late. When I left him in the mountains the first of September he was apparently in excellent health. We had taken many long walks together, we were talking about the future of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT and of plans for the YOUNG MEN'S CHRISTIAN ASSOCIATION in Constantinople, two institutions which, as you well know, were dear to the heart of Dr. Bowen.

"Dr. Bowen's body was brought here to Geneva, where the funeral took place from the American Church at 10 o'clock this morning (Oct. 6th). The Rector was Rev. William Bliss, who was born in Constantinople, and at whose wedding Dr. and Mrs. Bowen were present. The American Consul, Mr. Haskell, and Mr. Leopold Favre, upon hearing of the death of Dr. Bowen, went immediately to Vevey and there did everything possible to assist Mrs. Bowen in all arrangements with the funeral. To one who did not know Dr. and Mrs. Bowen, it would seem almost unbelievable that so many friends could have been made by anybody in so short a time as Dr. and Mrs. Bowen have made since their arrival in Geneva. Mrs. Bowen has been particularly touched with the sympathy and helpfulness which have been evident on every side. My only regret is that I could not have been in the city sooner so as to have rendered some service myself. Mrs. Bowen herself has borne up wonderfully under the strain. Her calm courage is an inspiration to all of us who have seen her during these trying days."

On Wednesday, October 11th, 1916, the Board of Directors of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT met to take formal notice of the death of President Bowen. Present, beside the honorary President, were Directors Arsen, Constantinidi, Curmusi, Damon, Gunkel, Lebet, Mandil, Reppen and Tompkins, every Director at that time in the city. Consul General Ravndal that very morning had received a lengthy



MARCELLUS BOWEN

personal letter from Dr. Bowen, written from Champéry on September 23rd, 1916, extracts from which were read to the meeting. In it, Dr. Bowen referred to the Chamber as follows :

“ ... I do so enjoy your notes in regard to the Y. M. C. A., and also the Chamber of Commerce. I am glad that both these institutions, in which you and I have such a united and sympathetic interest, are riding steadily along over the rough ways and waves that have tossed them.

“ As to the Chamber of Commerce: I am simply and undisguisedly proud of it. How interesting that we should have secured our incorporation in such times as these. The Chamber has surely proved its right to exist. I was interested to read in the *Hilal* the other day what our new Ambassador had to say in Berlin and Vienna and to note his optimism as to the possibilities of future trade relations with America when these unhappy days shall have passed. His words have the right ring. I hope that Mr. Gunkel and the Board will not fail to give him an opportunity to express himself at the next annual meeting to be held as usual, I hope, at the Embassy. I should like to be present. But alas! circumstances forbid! I am glad that the Chamber has so able and loyal a Board. Please give my greetings to them all when you meet again. Please assure Mr. Gunkel that I remember his injunction that I am to return as soon as possible, and I hope that it will be before long.

“ The March number of LEVANT TRADE REVIEW was truly great. As to the June issue, it has not yet reached me. It is amazing to me that with so little fuss and worry so much interesting and instructive material can be got together. The Review has been very much appreciated here by our honored Consul, Mr. Haskell, and other intelligent Americans, and also by some of our Swiss friends. Mrs. Bowen also has made considerable use of it in interesting her lady friends, for there is much in it of interest to the ladies. What a great career we may expect for the LEVANT TRADE REVIEW when peace once more gladdens the earth ! ”

Many and sincere were the expressions of regret in that Directors' meeting. Dr. Bowen was as beloved as he was profoundly esteemed by his associates in the management of the affairs of the Chamber. Each one felt his death as a personal loss. Warm tributes were paid to his wisdom as an administrator and to his rare personal charm. Cordial sympathy with Mrs. Bowen and the bereaved family was voiced by several speakers. Mr. Gunkel, who presided, ultimately called for a silent session, and for some minutes the business was suspended while the Board in silence honored the memory of their departed leader and friend.

On the resumption of proceedings, the Board voted to charge Mr. Ravndal with the task of expressing to the decedent's family the Chamber's condolences and have these recorded in the Secretary's minutes and published in LEVANT TRADE REVIEW. They are as follows :

Dear Mrs. BOWEN :

By a vote of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT, assembled October 11th, 1916, in special meeting on account of the death of Dr. Bowen, I was charged to convey to you and the bereaved family an expression of our keen sense of loss. Dr. Bowen was our President almost from the beginning. We all respected him for his upright character, his public spirit and his rare abilities. We all were personally devoted to him on account of his gentlemanliness and his lovable disposition. We felt honored and especially favored to have at the head of the Chamber a gentleman of such exceptionally fine caliber, lending dignity and prestige to our undertaking, both East and West. It was an invaluable asset to our organization to have at our disposal not only his name and reputation but also his counsel and his active interest in our work. His service was a real and tangible benefit to us and will ever be cherished in the Chamber as a substantial if not vital contribution to the latter's success in its formative period. On this account, we shall deeply miss our President. But even more poignantly is felt among us the loss of his genial companionship. As a friend he was to each one of us, a steadfast and warmhearted friend, whom we were always glad to meet because he made life richer and sweeter to us. We ever looked forward to our sessions as a Board or as a Chamber with pleasure and anticipation because, in presiding over our deliberations, he lifted us out of the commonplace. In his atmosphere, there was always beauty and sprightliness and high aspiration. He will long live in our hearts and in our minds as an ideal example of the Christian gentleman. We mourn his loss with you, and we join most sincerely in your grief.

Adding my own heartfelt personal condolences, I beg to remain, in behalf of the Chamber,

Yours very respectfully,
(signed) G. BIE RAVNDAL

Marcellus Bowen was born in Ohio, April 6th, 1846. Twenty years old, he graduated from Yale, and in 1872 he concluded his studies at Union Theological Seminary. He was ordained a minister in the Presbyterian Church and served as pastor in Springfield, New Jersey, from 1872 to 1874, when he enlisted as a missionary under the American Board of Commissioners for Foreign Missions. In this capacity, he served in and about Smyrna from 1874 to 1884. For three years, he was principal of a private school for boys in Hartford, Connecticut, whereupon (in 1888) he accepted appointment as Agent for the Levant of the American Bible Society with headquarters in Constantinople, his predecessors in that office having been Rev. S. H. Calhoun (1836-1844), Rev. C. N. Righter (1855-1857), Rev. Dr. I. G. Bliss (1858-1888). Dr. Bowen was married in Hartford to Miss Flora Pierpont Stearns, a gifted lady of rare accomplishments, who accompanied her husband on all his trips through Bulgaria, Egypt, Syria, Persia and other countries. As a resident of Constantinople, Dr. Bowen always

figured prominently in the affairs of the American colony. He was elected President of the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT on December 27th, 1911, and President of the Constantinople Y. M. C. A. on October 28th, 1913. Dr. Bowen was a member of the Board of Directors of the Constantinople Chapter of the American National Red Cross from April 1st, 1911, on which day the Chapter was organized, until his death. His home in Constantinople was widely known for its refinement and hospitality.

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The Vilayet of Diarbekir, Turkey, Commercially Considered.

(Written for LEVANT TRADE REVIEW by Reverend A.N. Andrus, D.D., Mardin).

THE vilayet of Diarbekir is an interior vilayet of Turkey in Asia, governed by a Valy of the third class. It is about 330 kilometers in extent from east to west by 220 kilometers from north to south in the widest part, with a peculiar wedge-like projection on the north-west section between the vilayets of Mamouret-ul-

Topography

Aziz and Bitlis, and touching upon the boundary of the vilayet of Erzroom near Temran, north of the Euphrates. The greater part of it is drained by the valley of the Tigris, but that northern wedge, and the section extending southward from a line passing through Severek, Mardin and Nisibin, are drained by the valley of the Euphrates. On both sides of the Tigris, from Arghani south-east to Diarbekir and easterly from Diarbekir to Sinan on the Botman river, the country is a rolling plateau with some deep fissures in the substratum of igneous rock, which also, at times, appears above the surface in serrated ledges, some of which are similar to the Palisades of the Hudson.

The southern boundary of the vilayet extends below the line of the Bagdad railroad, from Ras-ul-Aain to Chilagha, and so takes in a section of the plains of Northern Mesopotamia. The rest of the Vilayet is made up of foot-hills and the mountain chains of the Taurus and Anti-Taurus ranges, which are, for the most part, well-watered, save the section of which Midyat is the center.

Mountain, plateau, and plain, are all fertile and increasingly so in the order mentioned. Even under present conditions, the region could sustain a much larger population, and with improved methods and accompanying transportation facilities, it could feed three

Agriculture

times the number, and still export as much as they would consume. Particular attention should be given to the introduction of Alfalfa and other plants for increasing the supply of fodder for sheep, cattle, horses, mules, and donkeys; also to the planting of trees— both fruit and forest trees — especially the latter as the vilayet is almost denuded of its timber and fuel supply. The staple products of the southern portion of the vilayet, the section with which I am most familiar, and to which special attention should be given toward increasing the output, are wool, goats' hair, live stock, hides, native butter (semen), nut-galls, nuts, wheat, barley, and tobacco.

Especially in the region of the plain between Telermin and Nisibin, it seems to me that the sugar beet could be raised, and a plant constructed for turning the crop into sugar, which would prove a most profitable investment, as both Arabs and Koords are very fond of sugar. Even now they raise watermelons in that district which are so sweet that what are not eaten out of hand are boiled down to a syrup for home consumption.

Undoubtedly, in the days of the Assyrian and Babylonian empires, the now classic Massius range and the foot-hills of the mountain range between Jezireh and Kerkook, furnished from their terraced vineyards all the grapes, figs, and pomegranates, with their syrups and wines, which those densely peopled empires consumed. At one village alone, in the Tur Abdin region, west of Jezireh, there is to be seen to-day twenty ancient wine-presses side by side, cut out of the flat rock, each one about twelve feet square and four feet in depth, such as Gideon threshed his wheat in "to hide it from the Midianites" (Judges 6: 11). And all through that mountain region the traces of those formerly vineclad terraces still remain, but are now covered with scrub oak, or left bare by browsing sheep. That whole section of country is peculiarly fitted for the cultivation of the grape from which to make raisins, syrup and wine.

The chief mineral product at present is at Maaden (mine), between Diarbekir and Harpoot, where a rich vein of copper has long been worked in a primitive way, but which with modern machinery and methods, including the use of *coal* instead of *wood* now used for smelting the ore, might be made to produce more than double the output. It is said that an old silver mine once existed at Meteehan, south of Diarbekir and near to the town of Davik. The only place where oil has come to the surface in the vilayet, so far as I know, is in a section of the Tigris River between Chalik and Jezireh; and there the surface of the water is covered with oil for quite a distance. Undoubtedly there are mineral products elsewhere in the vilayet, but what is wanted for it, and indeed for the whole country, *just as soon as it can possibly be effected*, is a geological survey that shall locate and describe the mineral wealth of the land. Such a survey might help much in determining the future location of lines of railway for both trunk and branch systems. Now it is especially necessary that a supply of coal should be found to meet the coming demands for fuel for houses, mines, and manufacturing interests which cannot be much longer delayed. *We need an era of King Coal, that by his aid we may conjure up new thrones for King Cotton, King Corn, and King Volt!*

By King Volt I mean that, with the Tigris, the Euphrates, the

IN THIRTY-SEVEN YEARS

I have mastered

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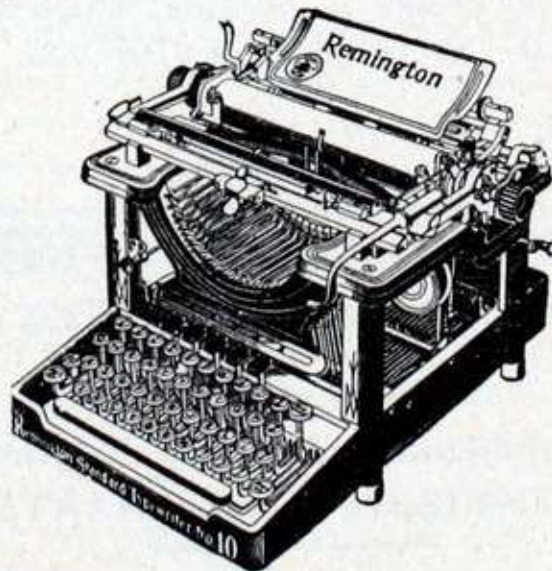
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Botman, and other streams for water power, it should be possible to have that power transmuted into electricity sufficient for all lighting, heating, and traction purposes needed in the vilayet.

Electrical Resources

Of course, we should not look for a speedy attainment of this last stage of twentieth century progress, because the order of development for this vilayet should be first that of agriculture, as affecting the largest number, and as being the foundation of an increase of population and wealth.

Concluding Remarks

The native farmer lacks initiative, and so he must be taught the new methods and how to use new implements before he will employ either, either by students trained on an experimental farm station, or by the presence among them of foreign farmers with foreign machinery at various points where the native farmers can see the practical working of the principles, methods and machinery of up-to-day farming. In either case, the government must, in the first instance, come to the aid of the native farmer.

The next step would be for the government, with the aid of foreign capital and competent mining engineers, to develop the mineral resources of the country until they could be put upon a paying basis.

When these improvements become fairly under way, the outlook for introducing manufacturing industries would be hopeful, since all that went before would have prepared the way for this step in the path of progress.

But all that has thus far been said postulates the existence of a stable peace, and a stable determination to develop the vilayet — nay, the whole country — upon these lines and thereby educate all classes of people in pursuits which will improve their condition, and render them a contented and happy, because a prosperous people.

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CABLE ADDRESS : PHOSTIROPOULO.

America's Ambassador Extraordinary and Plenipotentiary to the Ottoman Empire.

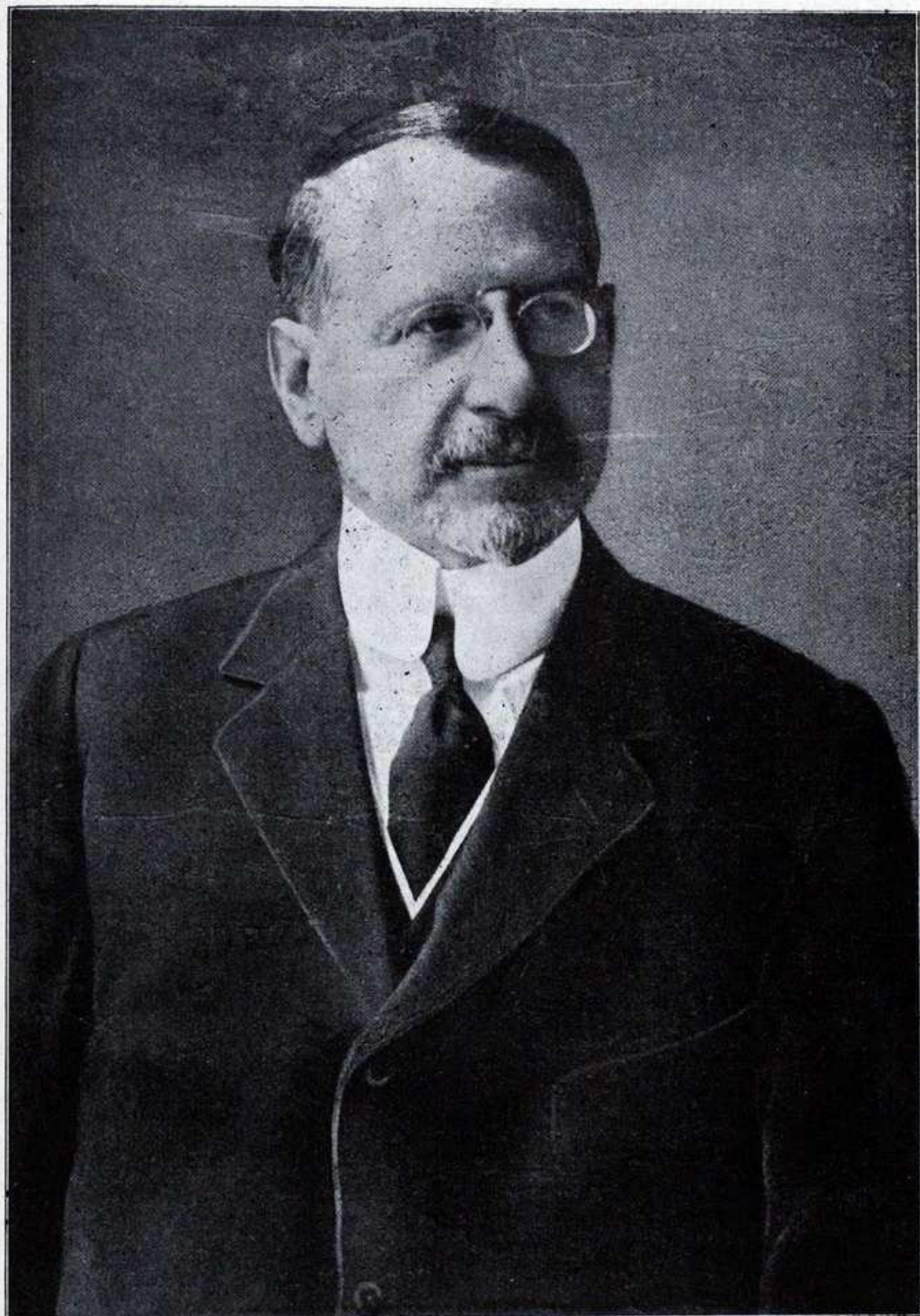
ABOUT a generation ago, S. S. Cox, the newly appointed American Minister to Turkey, took about six weeks for the trip between New York and the Bosphorus. Recently His Excellency Abram I. Elkus, just accredited Ambassador to the Sublime Porte, inclusive of delays due to the war and considerable stop-overs in Denmark, Berlin and Vienna, required less than three weeks to complete the same trip. In normal times he would have been less than fourteen days on the way. This is some measure of the shrinkage of the earth's surface in the span of less than a life time, a shrinkage which together with the telegraph (cable and wireless) has made neighbors of the antipodes. Not a generation ago, Turkey to the average American seemed a country far away and remote. The post of Minister there was frankly considered, as in the case of Cox, a purely ornamental interlude to an active career in the "States". Now the position of American Envoy at Constantinople has come to be regarded as one of the most important in our diplomatic service, and this is so not only on account of exceptional conditions produced by the war but also because of the permanent expansion of commerce which began taking place between the two countries before the war and because of the prospects of a far greater expansion after the war. The merchants, manufacturers and capitalists of the United States have outgrown the parochial stage of their development. "We can no longer indulge our provincialism", said President Wilson recently. "We are to play a leading part in the world drama, whether we wish it or not. We shall lend, not borrow—act for ourselves, not imitate or follow; organize and initiate, not peep about merely to see where we may get in". These are words which should be taken to heart by American business men, especially in their dealings with the Near East. Indeed, they have already begun to see the harvest to be reaped by energy and enterprise in the Levant. As pointed out by Consul General Ravndal in an address made some time ago in Chicago, before the National Business League of America, trade between the United States had grown from practically nothing, little more than a decade ago, to over fifty million dollars annually, at the time when the great war broke out and suspended further development, for the present, in this direction. When normal conditions return, it is confidently expected that America with a tremendously increased reserve of capital at its disposal, with perhaps almost a monopoly of the world's free capital, will be in a position—will, in fact, almost be forced, to play a great part in developing the practically untapped resources of the Ottoman Empire and the Near East in general.

Hence in selecting a new Ambassador at the Sublime Porte, the United States Government took care to choose the best equipped man available for the position to succeed Mr. Morgenthau and carry on with equal ability the last Ambassador's fruitful labors in cementing the cordial relations between the two countries. Indeed, a happier choice could scarcely have been made than that of Mr. Abram I. Elkus. His equipment is of the most varied and all inclusive character. By special and general training he seems to be ideally fitted for the position. He is one of the best known jurists of New York City with a great and comprehensive law practice. He is recognized as one of the keenest, most capable trial lawyers of the New York bar. Such a legal career as he has had constitutes in itself an ample training in diplomacy.

But, in addition, he has been a specialist in mercantile law and has spent a good part of his life fighting and successfully fighting to establish American business on a high plane of honesty. The amendment of our National Bankruptcy Act with a view to the better protection of mercantile creditors owes its enactment to his intelligent persistence. It was he who drew up these amendments, finally passed by Congress, which have made it considerably more difficult for dishonest debtors to commit fraud. And it was he who fought with equal persistence to properly enforce the new law and transform his conception of business integrity into a reality. He took his fight finally right up to the United States Supreme Court where he secured a decision which has made the old pastime of bearing false witness in our bankruptcy courts the most dangerous form of all known sports. He is moreover the author of many articles and pamphlets on the general law of commercial relations and has written a book covering some of the most difficult and technical questions of business jurisprudence. On this side of the water, his tremendous practical and theoretical experience must prove of infinite value and benefit to the American business men of the Levant who have occasion to consult him for advice and guidance.

But Mr. Elkus' legal attainments, great as they are, only represent one side of his many faced career. He has rendered equally important services to his State in the work he has done for the betterment of the conditions of working men. Till a few years ago New York, and the United States generally, were far behind some of the countries of Europe in the treatment of the labor question. Children were still permitted to work in our factories, women's employment was without regulation, sanitary and health conditions were not yet properly controlled. Thousands of men and women had to work in veritable fire traps. A terrible fire costing several hundreds of lives was one of the factors which awakened the public to a realization of current conditions.

The commission which finally conducted a great labor investigation



His Excellency ABRAM I. ELKUS
American Ambassador to the Ottoman Empire.

and drew up what practically amounted to a new labor code, retained Mr. Elkus as counsel. It was he who conducted the commission's examinations, elicited the necessary evidence which so aroused public opinion that the State's lawgivers were forced to pass the thirty three labor bills drawn up by Mr. Elkus. These laws are now the models for labor legislation throughout the United States. They include provisions against child labor, limit the working hours of women's industrial employment (Mr. Elkus had to fight for this law all the way up to the Court of Appeals, because the factory owners maintained that no legislation was constitutional which prevented the nation's mothers, sisters and daughters from ruining their health by voluntarily working fourteen and eighteen hours a day). The new code also included provisions ameliorating conditions in the so-called dangerous trades, where poisonous materials or dangerous machinery is used. Fire traps were legislated out of existence in spite of tremendous protests by mercenary landlords. For public opinion backed up the reformer. Finally the whole department of labor of the State of New York was remodeled to meet new requirements, largely under the direction of Mr. Elkus. And then, of course, came the final corollary to all this preliminary work, the planning and enacting of working men's compensation laws. Here America had also for a long time been behind the more progressive European countries. In a land like ours, of free opportunities and unhampered competition, it was considered for a long time impertinent of the State to meddle with the relations of employer and employee. Mr. Elkus was one of those who made it his business to prove to the public that the welfare of its working people was essential to the public welfare itself, and therefore a public charge. The Working Men's Compensation Law which he helped to draft and enact has already proved of tremendous efficacy in relieving poverty and distress among the working classes. It is being rapidly adopted, practically intact, by the other States.

One might imagine these manifold activities would have been enough to fill the life of any reasonably busy and hard working citizen ;—and at that Mr. Elkus is a man in the prime of life with his best years before him. Yet his career is like the magic bag of the fairy tale. The more you take out of it, the more there seems left still to take out. A full account of all his varied activities might very well fill a book. For instance, in the economy of his day which frequently contains less hours of sleep than the six which Napoleon considered indispensable, he has found ample time to devote himself to the philanthropies of New York City. Philanthropy is not now what it was in the old days, a mere matter of signing checks, although His Excellency has a considerable practice in this kind of calligraphy too. Philanthropy at present is a matter demanding personal attention and hard work in investigation and organization. In this direction, Mr.

Elkus has been lavish of his time and energy. He has had the discrimination to see that the main problem of American civilization centers about the immigration question. In the proper distribution of our emigrants, in educational work and efforts directed toward the Americanization of the newcomers, our country can best be served by its leading men. Almost all of our social problems arise out of the imperfect assimilation of our foreign elements. Over a million immigrants come to our country every year in normal times, most of them to the port of New York. By their very mass and impact they present most difficult social problems which it takes all the energy and tact of New York's most public spirited citizens to cope with. As a trustee of the Baron de Hirsch fund and an active member of most of the great philanthropic societies in New York he has devoted himself to supervision and direction of immigrant aid work.

Closely allied to this field and perhaps no less important, has been Mr. Elkus' work for the improvement of the educational institutions of New York State. He has been one of the Regents of the State University for some time. More than two million school children have come under his supervision every year, and several thousand "little red school houses," as well as the higher educational institutions, the technical and professional schools and the universities. Robert College in this city, as a New York corporation, is within the Ambassador's jurisdiction. Nobody unacquainted with the vast and complex system of American education can really form an adequate idea of the scope and responsibility of our New York Board of Regents, of which the Ambassador is a member. The American free public school is the corner stone of the American State, and any one entrusted with its care and supervision may, in a way, be said to be entrusted with the most responsible charge in the gift of the commonwealth.

Naturally, a man of Mr. Elkus' wide interests, who has devoted so much of his time and energy to the public welfare, might be assumed to have also taken his proper place in the political life of his country. Every American's career, if it is to be well rounded out and typical, must include this phase of good citizenship. Mr. Elkus has been no exception to this general rule. He has never been one of those afraid to be involved in the rough contacts of political battle. He has fought hard and well for the party which embodied most completely in its program his own ideas of good government. Surely, his political experience will, with the knowledge of men and motives it must have given him, be of great value in the diplomatic field. It has also endowed him with an accomplishment very rare among diplomats, the ability to make a stirring speech, to keep his head while speaking, to say only just what he wishes to say, not a syllable more, but to say that little with the moving eloquence of a true orator.

The question now suggests itself: How has he managed to crowd so many activities in the space of his 49 years? When you meet him in his office at the Embassy you get no impression of haste or hurry. He seems to have any amount of time at your disposal. His desk is restfully clear of papers and documents. He greets you as if there were no one else in the world but you; offers you cigarettes. He is always glad to see a newspaper man. In fact, he was one himself, once, long ago. They had no telephones in those days. Getting a story meant a good deal of exercise —. Somebody comes in with a package of telegrams.

“Yes, I remember once —”.

Follows a story for which you swop one of your own which may or may not be as good. Meanwhile the telegrams have been read, notes made on them and sent out again to be attended to. The desk is clear once more.

“Where are those letters I asked for yesterday morning.” This to somebody else who brings in another package of papers.

“I have an uncomfortable memory,” remarks His Excellency. “I seem to forget things for a few days at a time. Then quite suddenly I remember. It is most uncomfortable. You cannot rely on my forgetting anything permanently.” All the time he is talking to you, he is making notes, signing drafts for many thousands of dollars for relief and which at intervals he sends out to the Chancery. Yet he is quite whole-heartedly interested in what you are saying to him and in what he is saying to you.

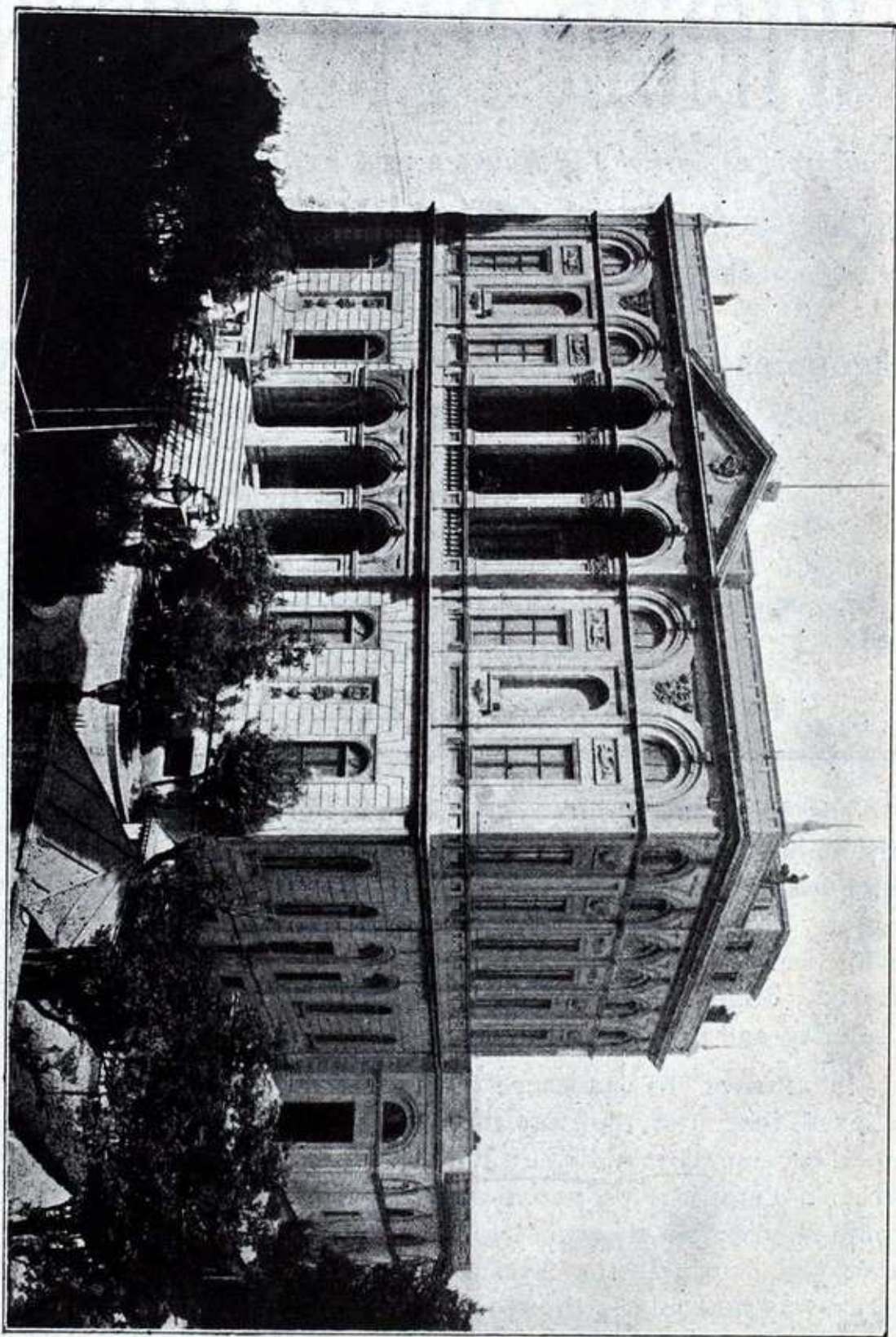
A delegation from some organization is ushered in. You wish to leave. You are not permitted to. The matter on which the delegation has come is discussed and settled quite informally, then and there. The committee leaves.

“What do you think is the situation in America? Have you any news of so-and-so? Tell me, do you know Mr. S.? Who is he? What does he do?” et cetera.

You have come to ask questions instead of which you are being pumped yourself. Finally you get a chance to slip in one of your own, — on a very leading topic. His Excellency leans back in his chair and chuckles. He admires the astuteness with which you have worded your query. He views it from a professional point of view — and shakes his head regretfully.

You get up to leave.

“Yes, Constantinople is a wonderful city. The sunsets from the Embassy terrace are particularly fine. The country is wonderful too. I have been riding over the hills toward Bebek recently”.



American Embassy in the Capital of Turkey.

WIENER BANK-VEREIN

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

Head Office: VIENNA.

Branches in all important places in Austria.

Agencies in Turkey: CONSTANTINOPLE & SMYRNA.
CONSTANTINOPLE.

Head Office: — GALATA, Place de Karakeuy.

Branches: — STAMBOUL, Rue Kutub Hané.

» **PÉRA, Immeuble St. Antoine.**

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

SAVINGS BANK. — SAFES TO BE LET.

His Excellency follows you in a leisurely manner to the door. But he has already got his eye on his desk on which a kawass has just put a new batch of documents. "Yes, come again soon. Glad to see you any time." But almost before you are out of the door, he is back in his chair — keeping that desk clear. That is truly a part of his secret: "doing it now," as they say in America, and doing it with a celerity and unerring accuracy of judgment that is amazing.

In answer to another question His Excellency said that he believed that after the war there would be a great opportunity for American capital in aiding in the development of the resources of the Ottoman Empire if proper guarantees were given to such capital that it would receive fair treatment and proper protection. He said he would be very glad to help the AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT in any way he could in the work it has undertaken to promote trade between the two countries.

Prix pour les annonces dans la LEVANT TRADE REVIEW

$\frac{1}{4}$ de page	Fres. 18.— par édition
$\frac{1}{2}$ "	" 30.— " "
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Nous invitons Messieurs les membres de la AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT à faire usage de ces colonnes.

Les Produits Américains de la Graine de Coton.

DE 1910 à 1914 l'Amérique a exporté en Allemagne 4 ½ millions de Dollars de gâteaux de graines de coton.

Le premier résultat de la guerre Européenne a été de priver les raffineries allemandes de leur provision de graines de coton dont les 95 % venait d'Egypte. En même temps l'importation de l'huile de coton devenait difficile. Après le mois d'Août 1914 il n'y a pas eu d'exportation directe en Allemagne, mais l'exportation pour les pays voisins de l'Allemagne et non belligérants a beaucoup augmenté, et il est très probable qu'une certaine partie de cette exportation a été dirigée en Allemagne. Les récents développements de l'industrie allemande faisaient, déjà avant la guerre, prévoir aux exportateurs Américains d'huile de coton qu'ils n'étaient pas loin de perdre ce marché allemand; mais pour ce qui est des gâteaux de graines de coton tout fait prévoir que l'Amérique continuera à fournir ce marché, le seul rival sérieux étant la Russie.

Il est difficile de prévoir les changements que la guerre apportera dans cette industrie. Il est très probable qu'avec les changements de la politique, l'exportation Américaine en graines de coton subira une augmentation notable en Allemagne.

Le tableau suivant nous montre le nombre de raffineries d'huile de coton en action en 1914 dans les différents pays du monde :

Etats Unis	...	...	...	...	885
Angleterre	...	...	...	...	50
Russie	...	...	...	...	32
Allemagne	...	...	...	...	9
France	...	...	...	...	5
Autriche	...	...	...	...	1
Chine	...	...	...	...	9
Indes	...	...	...	...	7
Egypte	...	...	...	...	5
Turquie	...	...	...	...	4
Brésil	...	...	...	...	7
Pérou	....	...	...	...	11
Mexique	...	...	...	...	4
Chili	...	...	...	...	1
Vénézuéla	...	...	...	...	1
TOTAL...	...	...	...	...	1.031

En 1915 les produits Américains de graines de coton ont été exportés sur 69 marchés étrangers. Ces produits ont atteint en 1915 une valeur de 153 millions de Dollars. En 1915 l'exportation s'est élevée à

40.779.318 Dollars ainsi répartis : huile de coton 21.872.94 Dollars ; gâteaux de graines de coton 15.432.126 ; résidus 3 474.244.

La guerre Européenne n'a pas eu une influence néfaste sur l'exportation de l'huile de coton américaine, tout au contraire, il y a eu une certaine augmentation sur l'exportation de 1915 dépassant d'à peu près 16 millions de Dollars celle de 1914. Cette augmentation s'est également maintenue cette année dans les mêmes proportions. L'exportation pour une période de 9 mois se terminant en Mars nous montrait 31.692.386 Dollars comparés à 30.496.464 Dollars pour la même période de l'année précédente.

La guerre cependant a amené de grands changements dans les pays auxquels l'Amérique vendait ses produits. En 1914 les meilleurs clients en huile de coton étaient dans l'ordre cité, l'Allemagne, les Pays-Bas, le Canada, l'Argentine et l'Italie. En 1915 la Hollande a été notre meilleur client avec une augmentation d'à peu près 300 % dans ses achats. L'Angleterre fut notre second client, ses achats furent le double de ce qu'ils avaient été les années précédentes. Quant à la Norvège elle tient le troisième rang ayant elle aussi une augmentation de 300 % dans ses achats, tandis que les achats de l'Argentine et de l'Italie sont restés stationnaires. Il va de soi que l'exportation en Autriche-Hongrie, Belgique, Allemagne et Turquie a complètement cessé.

Pour ce qui est des résidus et des gâteaux, le Danemark a été le plus important acheteur en 1914 et en 1915 il a triplé ses achats. Sur notre exportation totale de 18.900.000 Dollars 13 1/2 millions sont allés en Danemark. En 1914, l'Allemagne avait été notre second acheteur, mais comme de juste ce commerce a complètement cessé en 1915. L'Angleterre est aussi un grand acheteur de gâteaux de graines de coton et ses achats ont légèrement augmenté en 1915.

En résumé, on peut dire en ce qui concerne les marchés étrangers pour les produits Américains de graines de coton que pendant les cinq dernières années il y a eu de grandes fluctuations. L'exportation a été de 17 millions de Dollars en 1911 ; 24 millions de Dollars en 1912 ; 26 millions de Dollars en 1913 ; 14 millions de Dollars en 1914 et 22 millions de Dollars en 1915.

En faisant une analyse du mouvement commercial on peut se rendre compte que jusqu'au début de la guerre il y a eu plutôt une diminution dans le commerce Européen, tandis qu'il y avait une constante augmentation dans celui des pays de l'Amérique du Nord, entravée seulement un moment par la restriction de la consommation du Mexique. L'Amérique du Sud est devenu un bon client en doublant ses commandes ces cinq dernières années.

C'est en Europe que les exportateurs Américains d'huile de coton sont menacés de perdre un marché de grande importance, quoique ce danger vient d'être différé pour quelques années au moins par la guerre

actuelle. Jusqu'au moment de la déclarations de la guerre notre commerce Européen avait considérablement diminué comparé au maximum qu'il avait atteint en 1913. Dans ce cas c'est le rapide développement de l'industrie de l'oléomargarine qui a été un facteur important. En cinq ans l'Allemagne a doublé sa production, le Danemark a également doublé sa production en dix ans, l'Angleterre l'a triplé en cinq ans et les autres pays Européens ont indiqué la même tendance. Comme l'oléomargarine remplace différentes huiles comestibles comme huile de table et comme huile de cuisine, il est évident que cette industrie, avec l'emploi de l'huile de copa et d'autres huiles végétales, offre une sérieuse concurrence aux produits Américains d'huile de coton.

Les pays Orientaux qui sont les meilleurs marchés pour les gâteaux de graines de coton sont aussi les meilleurs marchés pour résidus. De ce côté là il n'y a aucune concurrence sérieuse. En Europe on considère que les gâteaux et les résidus de provenance Américaine possèdent une grande valeur nutritive ; viennent ensuite les produits de la Russie d'Asie. Dans l'ordre cité, le Danemark, l'Allemagne et l'Angleterre sont les meilleurs clients de l'Amérique. Réunis ils ont consommé les neufs dixièmes de l'exportation de gâteaux de graines de coton. Les statistiques commerciales font ressortir que cet article garde sur les différents marchés du monde une meilleure place que l'huile de coton et qu'il est moins exposé à la concurrence.

La guerre actuelle a poussé d'une façon remarquable les demandes Européennes tant pour l'huile de coton que pour les résidus et ces demandes ont atteint des proportions jusqu'ici inconnues dans le commerce universel. Cette énorme augmentation dans la consommation de l'huile de coton Américaine aura pour résultat d'améliorer les conditions de cet article sur les marchés Européens.



American Trade in Textiles.

FIGURES show an extraordinary overturn in the American textile trade in the past two years of war in Europe. During the fiscal year of 1915-16, the cotton goods export trade doubled ; the wool goods trade increased more than ten-fold ; the silk exports nearly trebled, and there was a very large export business in knit goods, which increased eightfold as compared with the year 1914-1915.

Exports of Olive Oil.

THE value of articles invoiced at the American Consular Agency at Kalamata, Greece, for export to America increased in 1915 to \$448.017 as against \$423.21 in 1914, according to the report of Consular Agent Sotiris Carapateas. The principal items were olive oil and figs. From Mitylene, says Consular Agent Apostolos P. H. Christofa, olive oil was exported to various countries to the amount of \$4.114.374 in 1915 as compared with \$361.875 in 1914.

WELLINGTON, SEARS & Co.

Boston & New York.

**COTTON DUCK, DRILLS, TWILLS
SHEETINGS.**

Particular attention paid to Export Packing.

American Production of Cotton Goods.

THE growth of the cotton-goods industry in the United States between 1909 and 1914 is shown by the 1914 census of manufactures, a summary of which has been made public by the Bureau of the Census. Although only one additional establishment was reported at the end of the five-year period, the total value of the products increased 11.6 per cent, and the total cost of the principal materials used increased 18.3 per cent. The industry has been studied in relation to three branches — cotton goods, cotton small wares, and cotton lace goods.

The quantity of raw cotton consumed in the three branches of this industry in 1914 was 2,523,500,837 pounds, as compared with 2,335,344,906 pounds in 1909. The cost of cotton consumed during the later year was \$330,315,223, representing an increase of 20.2 per cent. The proportion which the quantity of foreign cotton formed of the total was 3.6 per cent in 1914 and 3.3 per cent in 1909. The amount of cotton waste purchased as such for use decreased from 80,044,061 pounds in 1909 to 54,116,105 pounds in 1914, and the cost decreased from \$4,225,790 to \$3,542,631. Cotton yarns purchased for consumption showed an increase from 126,707,003 pounds, at a cost of

\$34,783,791, in 1909 to 139,482,027 pounds, at cost of \$39,793,131, in 1914. The quantity of yarns other than cotton purchased for consumption decreased from 5,605,522 pounds to 3,309,277 pounds, or by 41 per cent, but the consumption of fibers other than cotton increased from 1,627,189 pounds to 4,256,476 pounds, or by 162.8 per cent, indicating a tendency on the part of the mills to spin their accessory yarns instead of purchasing them.

Quantities and values of the various products for the two years were :

Products.	1909	1914
Total value	\$623,391,813	^a \$701,152,268
Woven goods	{square yards 6,267,561,279	6,815,645,683
	{value \$447,167,319	\$488,728,054
Ducks	{square yards 162,476,322	248,539,379
	{value \$27,485,892	\$47,911,989
Ginghams	{square yards 537,430,463	489,661,133
	{value \$37,939,040	36,706,542
Fancy weaves, total.....	{square yards 1,318,765,235	1,422,787,368
	{value \$126,873,133	\$131,813,609
Drills	{square yards 258,869,407	289,969,885
	{value \$17,750,151	\$21,256,698
Twills, sateens, etc.	{square yards 388,314,961	392,108,735
	{value \$34,274,107	\$32,891,854
All other fancy weaves	{square yards 691,580,867	740,708,748
	{value \$74,848,875	\$77,665,057
Napped fabrics	{square yards 305,655,864	263,862,227
	{value \$25,695,367	\$24,352,020
Velvets, corduroys, plushes, etc.	{square yards 19,706,438	29,128,703
	{value \$6,965,634	\$8,540,143
Toweling and terry weaves	{square yards 52,778,170	75,732,243
	{value \$6,037,075	\$9,805,232
Mosquito netting and similar	{square yards 59,100,819	97,981,783
fabrics	{value \$2,103,560	\$2,820,524
Bags and bagging	{square yards 63,107,568	129,357,002
	{value \$4,862,451	\$9,705,616
Tapestries	{square yards 10,657,385	10,137,710
	{value \$4,723,907	\$5,411,592
All other woven goods	{square yards 3,737,883,015	4,048,458,137
	{value \$204,481,260	\$211,650,787
Yarns manufactured for sale.....	{pounds 470,370,995	497,986,990
	{value \$109,314,953	\$127,363,952
Thread	{pounds 23,700,957	26,507,023
	{value \$20,516,269	\$22,917,099
Twine	{pounds 13,715,771	13,284,875
	{value \$2,417,391	\$2,792,125
Cordage and rope	{pounds 7,623,907	7,515,638
	{value \$1,164,526	\$891,223
Cotton waste not used	{pounds 310,513,348	317,360,019
	{value \$10,874,386	\$14,421,929
All other products, value.....	\$36,936,969	\$44,037,886

^a In addition, cotton goods to the value of \$6,538,130 were produced in 1914 by establishments engaged primarily in other lines of industry.

Henry Alden Sherwin.

HENRY Alden Sherwin, one of the founders of the Sherwin-Williams Paint & Varnish Co., Cleveland, Ohio, has passed away at his country place near Cleveland, Ohio. Though he had not been in robust health for some years, it was not until a few weeks ago when he was troubled with a few heart attacks that any anxiety was felt concerning his condition.

In the death of Mr. Sherwin the paint world loses a man of rare character. His aims and ideals were of the highest type.

Mr. Sherwin was born Sept. 27th, 1842, at Baltimore, Vt., and began his business career at the age of thirteen. In 1860 he went to Cleveland as a clerk and bookkeeper in the dry goods business. In July, 1866, he left his business to become the founder of the present industry, which started under the name of Dunham & Co., and remained so until 1870 when E. P. Williams was taken into the firm, and it became Sherwin, Williams & Co. In 1884 this company was incorporated into the Sherwin-Williams Co.

For the past few years Mr. Sherwin has been chairman of the Board of Directors of the company. Though he was not active in the affairs of the organization, there were many other interests to which Mr. Sherwin devoted his time and thought.

His library is one of the best known private libraries in the country, containing many rare books and choice collections. Besides including a great many valuable first editions, his collection of books on subjects pertaining to fishing is unequalled. Mr. Sherwin loved everything in connection with nature and outdoor life. He took great interest in planning the beautiful gardens at his country place near Cleveland, and only a few days before his death he was working out some changes he wanted to have made.

Mr. Sherwin avoided politics, but was very active in philanthropic work and did much to further the welfare work, not only in his organization but in other concerns as well. He was a trustee of and much interested in the Y. M. C. A.

LAMB-FISH LUMBER COMPANY

Band Saw Mill and General Offices : Charleston, Miss., U. S. A.

**THE LARGEST HARDWOOD SAW MILL IN THE WORLD
ANNUAL CAPACITY, 40,000,090.**

PRODUCE :

Satin Walnut, Hazel Pine, Oak, Thicknesses : 3/8" to 2 1/2 inclusive.

Cable Address—"LAMB"

Codes Used—Universal, Hardwood, Western Union, A. B. C., 5th Edition, Okay.



HENRY ALDEN SHERWIN

Carobs in Cyprus.

IT is reported from Cyprus that sickness has broken out among the carob trees, and that the Government has taken stringent measures to stamp it out.

In stating that the "husks" of the parable of the Prodigal Son (carobs or locust beans) are still extant in the countries on the Mediterranean, Consul General Ravndal reported from Beirut concerning this food in CONSULAR AND TRADE REPORTS for December, 1907, as follows:

"Arabs and Moors eat them. In the south of Europe, they are employed as food for horses, cattle, and swine. In Cyprus, next to barley, they constitute the principal article for export. The total yield of the island of carobs or locust beans (not to be confounded with St. John's bread), in 1906, amounted to 69,000 tons. In August the carob tree is seen bearing both flowers and ripe fruit. The latter is a pod, brown and leathery, 4 to 8 inches long, a little curved, and containing a fleshy and at last mealy pulp, of an agreeable sweet taste, in which lie a number of shining brown seeds; these are bitter and of no use.

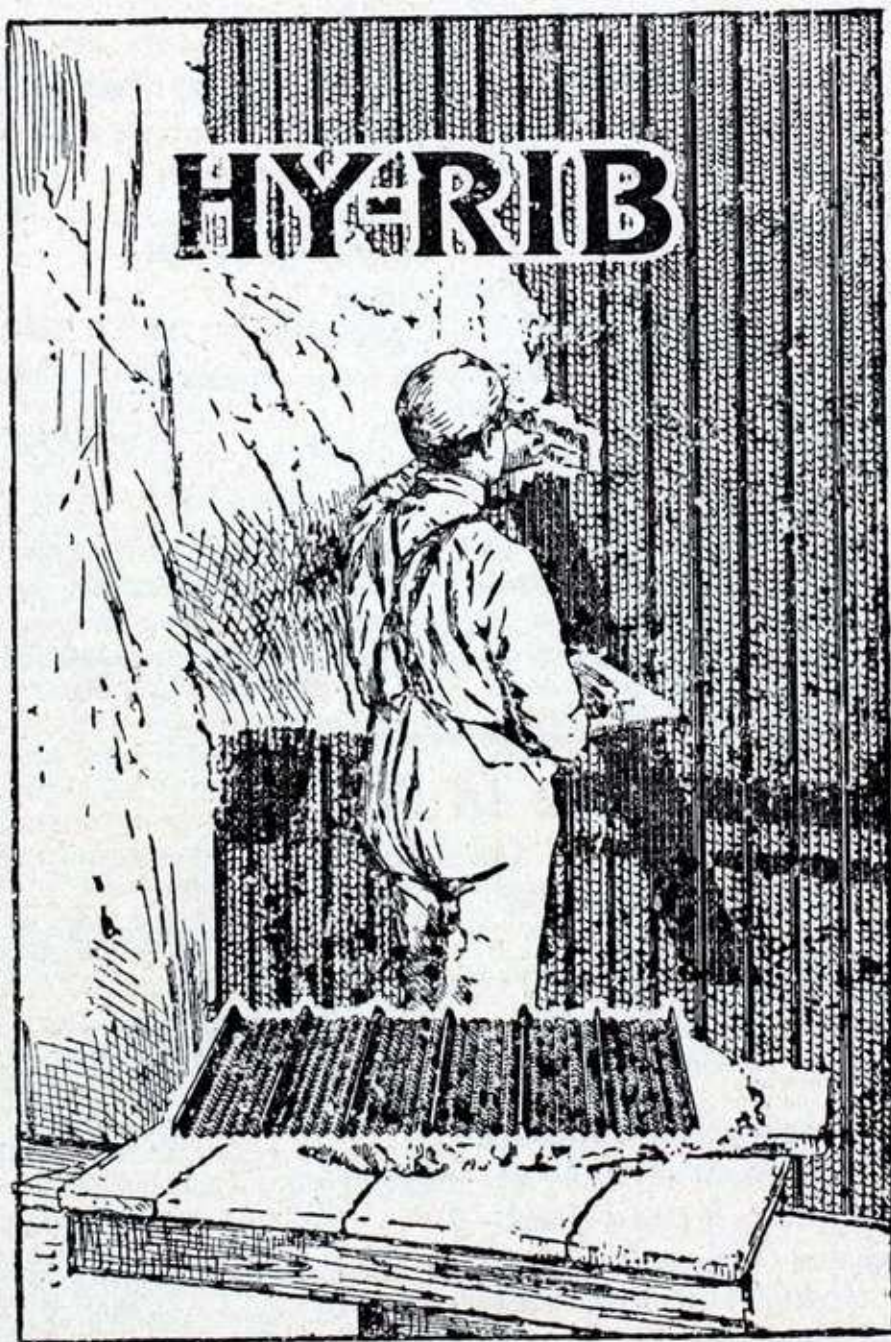
"On account of the abundant sugar contained in carobs, the latter form a nutritious and fattening food for horses and cattle. England, for the feeding of cattle, imports large quantities of carobs in the form of flour (that they may be more digestible) from Spain, Italy, Crete, Samos and Cyprus. Most of the Cyprus carobs, however, are exported in bulk, and the grinding is done in England. I am informed that a considerable quantity of this "cattle food" is exported from Great Britain to the United States. If proper steamship facilities existed between the United States and the Levant, carobs would probably be carried direct to the United States to be prepared there into cattle food. Carobs are also used in considerable quantities, especially in France, for distillation and the spirits obtained are deemed choice. Carobs are also employed for the production of a semiliquid substance, resembling molasses, largely used in the manufacture of oriental sweets.

"The carob tree, which is quite distinct from the locust tree of America, seems to prefer the mild climate of the southern sea coasts and islands of the Mediterranean. It is, however, found in the Lebanon, for instance, and recently I noticed that its introduction into the north of India has been recommended, on the supposition that it would prove an important addition to the resources of the country and a valuable safeguard against famine. The produce is exceedingly abundant, some trees yielding as much as 900 pounds of pods. The wood is hard and much valued, and the bark and leaves are used for tanning. One variety of the carobs is called in Cyprus "Apostolike". This, however, is not so named after the "Apostle"; it means that the tree is "sent (by God)," i. e., self sown. The carob tree propagates freely. The cultivated trees have all been grafted."

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.

American Goods in Arabia.

(By Vice Consul Arthur G. Watson, Aden).

THE value of the principal imports from the United States to Aden for the fiscal years 1913-14 and 1914-15 (Apr. 1 to Mar. 31) is given below :

Articles.	1913-14	1914-15	Articles.	1913-14	1914-15
Cotton piece goods.	\$1,337,637	\$1,021,330	Kerosene	\$234,130	\$231,299
Soap	646	1,255	Other oils	4,072	10,788
Starch	15,663	3,251	Lumber and wood.	549	350
Carriages	1,754	—	Food and drink . . .	340	1,454
Motor cars	33,792	11,631	Clocks and watches	—	472
Safes, hardware, etc.	1,219	1,615	Lamps	—	618
Dyes, paints, etc . . .	597	—	Cigarettes	—	890
Machinery, etc	2,114	1,526	All other articles . .	481	1,231
Sewing machines . . .	495	588			
Iron, steel and copper	349	—	Total	1,633,837	1,258,418

The United States exports more cotton goods to Aden than any other country. This trade should maintain its present supremacy, as American manufacturers are represented in Aden by progressive firms, the cheapness and excellent quality of whose goods are familiar to the native merchants.

Coffee in Arabia.

(By Vice Consul Arthur G. Watson, Aden).

THE following table shows the imports and exports of coffee at Aden for the past three years :

COUNTRIES.	Imports from.			COUNTRIES.	Exports to.		
	1912-13	1913-14	1914-15		1912-13	1913-14	1914-15
	<i>Cwts.</i>	<i>Cwts.</i>	<i>Cwts.</i>		<i>Cwts.</i>	<i>Cwts.</i>	<i>Cwts.</i>
Abyssinia (Har-rar) coffee	49,234	54,612	55,140	United States . . .	36,402	38,394	20,831
Arabian ports (Moccha coffee.	76,173	65,268	28,696	France	30,909	26,570	19,931
Straits Settlements	9,062	3,302	4,697	African ports . . .	32,643	21,345	25,111
Other countries	5,709	4,390	14,946	United Kingdom	8,725	6,224	10,307
Total	140,178	127,543	103,479	Other countries	44,195	46,489	25,860
				Total	152,874	139,023	101,040

To the figures should be added the coffee imported on camels from the interior, which in the fiscal year 1914-15 is valued in the official statistics at \$142,898.

The arrivals of Abyssinian (Harrar) coffee increased during the fiscal year 1914-15. The decrease in the total is accounted for by the fact that no coffee has been received from Turkish Arabian ports and to a slight reduction in the land-borne trade.

The decrease in exports to the United States is accounted for by the fact that the American market imports principally Mocha coffee, and the lessening of the supply forced the price on this article. The declared exports at this consulate for the calendar year 1915 indicate, however, that the United States has regained its position as the largest importer of coffee, the purchases having increased to \$746,643 as compared with \$367,263 in 1914. The price of both Mocha and Harrar coffee has fluctuated very little, remaining almost constantly at about 19 to 21 cents.

Le Coût de la Guerre.

LE second anniversaire de la plus grande guerre du monde présente des conditions qui, d'après une intéressante compilation publiée par la National City Bank of New York, nécessiteront quelques 5.000.000.000 de Dollars pour restaurer les dégats occasionés par cette guerre, sans compter les pertes inestimables des vies humaines, ni le prix des instruments et des engins qui ont causé ces dégats, tel que par exemple les équipements navales et militaires et toutes sortes d'autres facteurs nécessaires à l'exécution d'une si grande lutte. Récemment le coût journalier de la guerre, pour la Grande Bretagne, s'est élevé de Lstg 5.000.000 à Lstg. 6.007.000. Il est vrai que cette somme énorme comprend aussi, les emprunts de la Grande Bretagne et de ses Alliés et l'achat des valeurs Américaines. Cela démontre cependant l'accablant fardeau qui pèse sur toutes les nations belligérentes, en proportion naturellement de leur situation financière. En Angleterre, depuis le début de la guerre, les douze premiers emprunts plus le dernier crédit de Lstg. 450.000.000 qui a été voté il y a quelques semaines, ont atteint la somme de Lstg. 2.832.000.000 ce qui fait en chiffre rond 14.000.000.000 de Dollars. On croit que cet argent suffira pour jusqu'à la fin Octobre, moment où il faudra accorder un nouveau crédit. Il a été récemment démontré dans une compilation spéciale que les emprunts de tous les pays belligérants dépassent aujourd'hui 40.000.000.000 de Dollars. Cette esti-

mation est plutôt modérée qu'exagérée, car elle ne comprend pas les milliers de Dollars qui ont été prêtés par les banques à différentes nations belligérentes. En même temps les Pays Européens ont obtenu des emprunts et du crédit aux Etats Unis pour plus de 11 300.000.000 de Dollars. Le point saillant de cette alarmante situation financière est que la guerre ne peut pas durer indéfiniment. Si les opérations navales et militaires n'amènent pas bientôt une fin, celle ci sera simplement amenée par l'épuisement.

New Branches of Russian-American Chamber of Commerce.

ADVICES have just been received from Moscow by the American-Russian Chamber of Commerce in New York that the Russian-American Chamber of Commerce in Moscow has opened branches in Kieff and Odessa, thereby making it possible for American manufacturers to open direct connections with all southwestern Russia. Odessa and Kief are the distributing centers for two of the most important commercial and industrial sections in Russia, which have a large demand for all kinds of American products.

Dairy Industry in the Turkish Empire.

(Written for LEVANT TRADE REVIEW by J. Behar).

DAIRY farming has of late years developed rapidly in Turkey, especially in Constantinople and the suburbs, where the population is increasing fast.

Generally speaking, there is always a ready market for any amount of milk in any large town, and the case is much the same in the neighborhood of any principal towns and cities in the Ottoman Empire.

The Government is working hard to encourage this promising industry as well as all branches of agriculture. The High School of Agriculture in Constantinople, called "Ecole de Halkali", whose graduates are doing excellent work, is extending its classes in order to provide more teachers every year.

Another Agricultural College is found in Jaffa, Palestine, called "Institut Agronomique de Palestine", existing for 40 years, which can educate more than two hundred (200) young men. This school has imparted considerable learning to the surrounding Arab villages and foreign colonies, in the meantime furnishing work for hundreds of Arabs, men and women, all the year round. Great plains have been ploughed with modern American ploughs, where only the native plough was hitherto known, and big American harvesting machines are rented to the Arab villagers as soon as they have been taught how to use them.

Nearly every vilayet in the Empire has an agricultural school and experimental farm with modern studies and equipment. Government dairies exist in the vilayets of Aleppo, Trebizond, Beirut, Brusa, Angora, Sivas and Konia.

The valuable services rendered to farmers in Anatolia and Syria by the ambulant dairy schools, which are about six in number, are beyond calculation. Children of farmers are being accepted in the above schools free of charge in order that they may familiarize themselves with modern agricultural methods.

Milk cows are brought from Aleppo and Damascus. These cows being the best known in Turkey: With fine red, yellowish, silk-like skin, tall, large framed, these animals can yield from 18 to 25 litres of milk per day. With the Anatolian R. R. facilities, milk cows and pure bred bulls from the above regions can be distributed to the farmers in the interior and even in Constantinople where good prices



Photo Phébus

His Excellency AHMED NESSIMI Bey

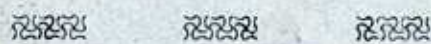
Ottoman Minister of Commerce, Agriculture, Mines and Forests.

are obtained, instead of importing from Russia cows of inferior breed, which require quite a long time before they become acclimated.

In order to encourage the dairy farmers, exhibitions of live stock are held from time to time in every villayet in the Empire, and prices awarded as at County fairs in America.

His Excellency Nessimi Bey, the Minister of Agriculture and Commerce, is devoting himself in a special way to this precious branch of agriculture, much neglected under the old regime.

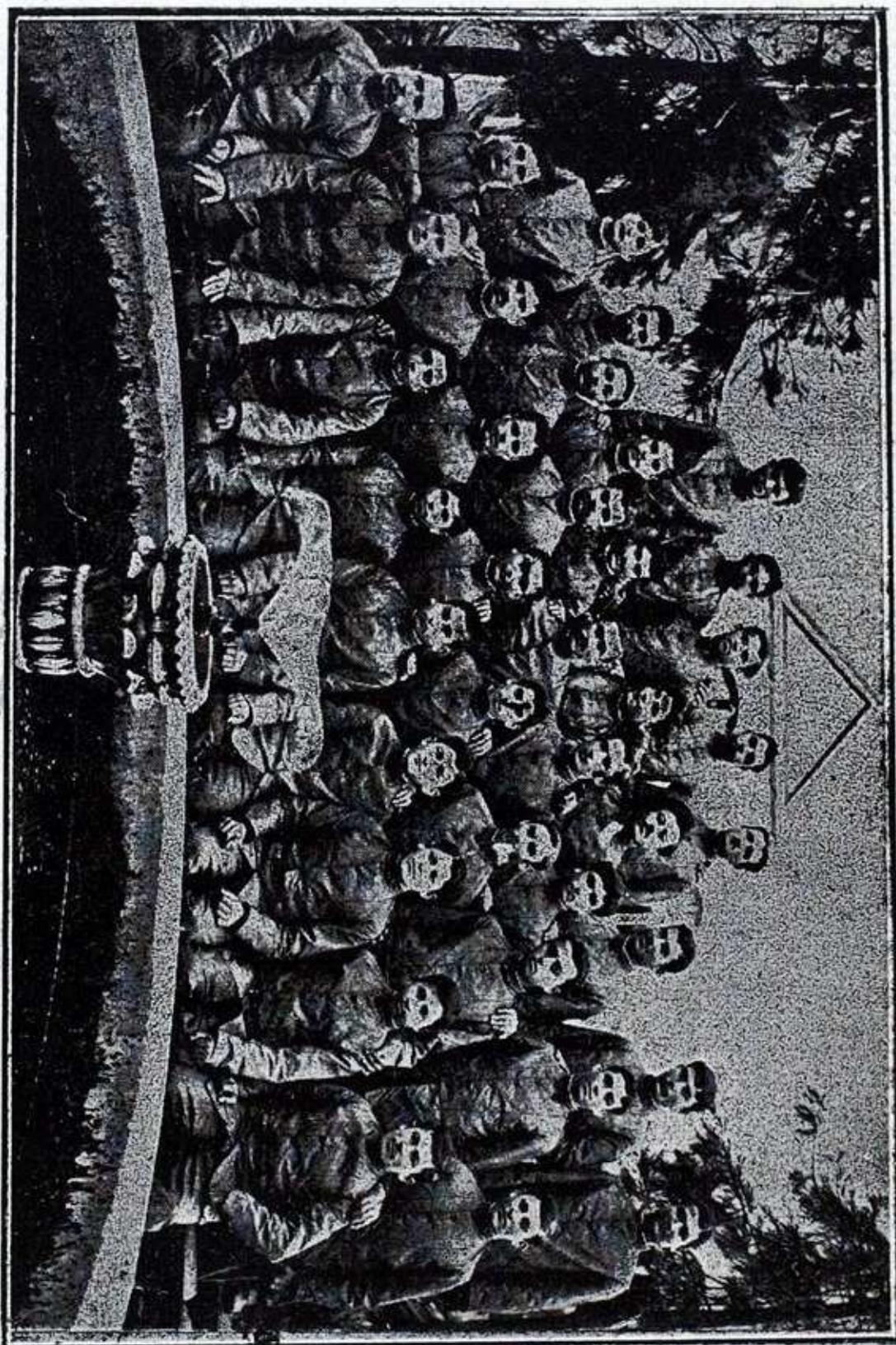
A credit of 100 million piasters, which means about \$4,347,822, was voted by the Ottoman Parliament on the first of September of this year for the sole purpose of assisting the farmers in the Empire. The Turks fondly hope that by the proper stimulation of agriculture in various ways they will manage eventually to feed the nation from the native soil in spite of its yearly increase of population. They hope in this way to secure a healthy race of farmers whose latent strength will be of immense importance to the State. For this reason the Turkish Government imposed a heavy import tariff on agricultural products, to take effect Sept, 14th, 1916. For this reason also they encourage the organization of a system of rural credits. They offer practical training in the schools; they assist farmers in all sorts of technical improvements in the cultivation of the soil and breeding of cattle and in the application of labor-saving machinery. They encourage small farmers to form associations in order to strengthen their power of resistance against unfavorable competition, things unknown before in this country. The Turkish Government, it is seen, regards it as of fundamental importance for the independence and growth of the nation, that the farmers be supported and encouraged in their industry.



We are living in an age when competition along all lines of human endeavor makes it imperative that not only the very best possible means be employed by those in charge of and directing this industry but also the strictest economy be used that there may be the maximum production at the minimum cost. Notwithstanding the fact that thousands of liras are spent annually by the Turkish Government and by the Agricultural Colleges to educate the farmers, yet the fact remains that a large per cent of Turkish farmers are pursuing the same old methods which were practiced by their fore-fathers centuries ago.

While much good has been accomplished under the present system, it is evident that advanced ground should be taken and more practical means of education adopted, especially in view of the fact that dairy farming in Turkey has made less progress than any other branch of industry.

Many plans have been tried for aiding the farmers, some meeting with a degree of success, but in many instances the results have been



Agricultural College Students in Palestine.

disappointing. The best plan is to send a practical man to visit the farmer and his dairy farm and learn first from him what his difficulties are and if possible find and apply a remedy. In most cases this can be done. This adviser need not absolutely be a profound scholar versed in ancient and foreign languages. But he must be able to talk to the farmer, and if possible to provide the remedy for his troubles. He should remain over night if possible and advise the farmer as to the best way to handle stock, milk and pasturage.

The best way of promoting dairy farming now-a-days in Turkey would be to encourage the farmers to raise their heifer calves instead of selling them to the butcher for veal. The essential advantage obtained from this practical method would be the diminished importation from Russia of cows which generally are affected with sickness of some kind. The first advantage leads inevitably to a second one which is a decreased cost price of the cow.

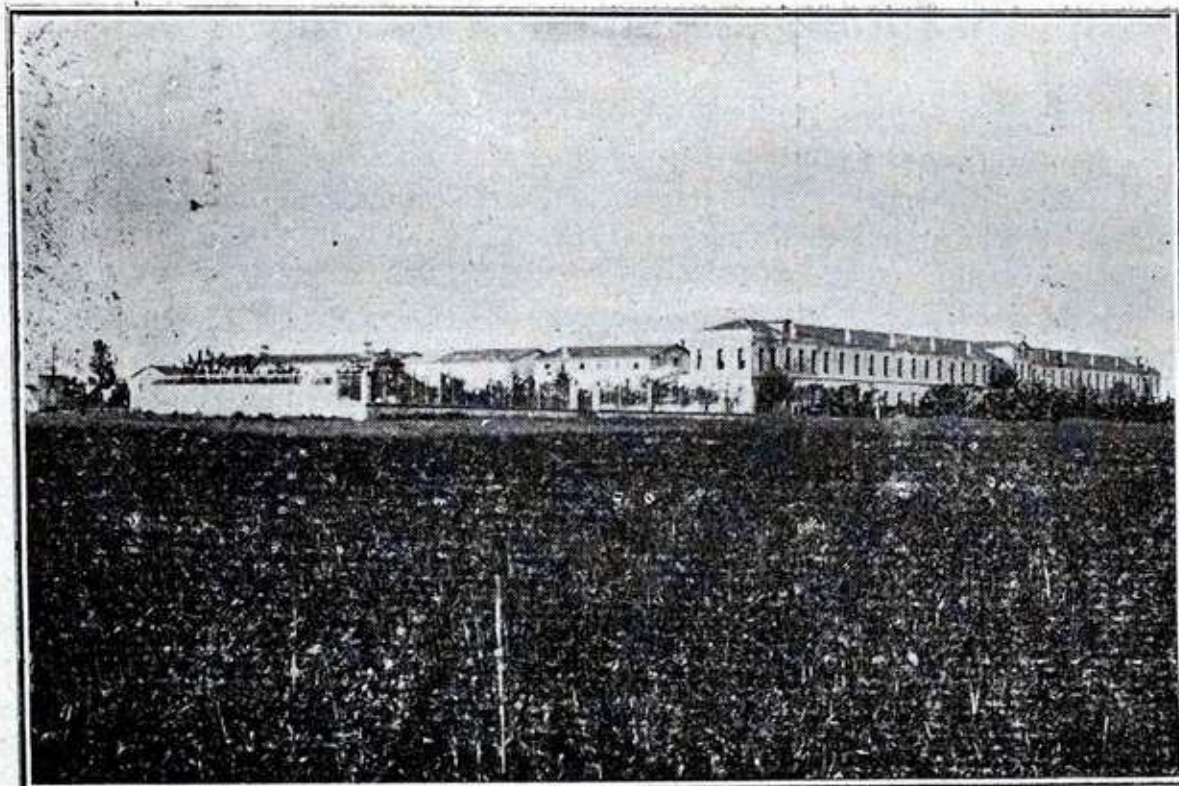
Milk to be sold to the public must be produced in a sanitary stable that is equipped as far as possible with concrete floors, dust-tight ceilings an efficient system of ventilation, and about four square feet of window glass per cow maintained in the milking herd. The cows must be absolutely free from infectious diseases while the milkers also must be free from all sickness. The milk house must be located at least six or ten feet from the barn.

No feeds must be used that will in any respect taint or flavor the milk. The farmer who sells all of the milk is wasting considerable benefits from his farm. On the other hand, the peasant who has the use of his skimmed milk in feeding young stock is not only adding to his profits, but he is also increasing the productiveness of his land as well as building up a good herd of young cows that will ultimately supplant the veterans in his milking herd.

While, some years ago, the rural population of Turkey began to quit the native soil, being attracted towards the town by the vision of luxury and welfare, an opposite current of ideas is manifesting itself among the well to do classes. Young men of wealth look towards the farm finding a brighter future in the agricultural line and especially in the dairy farming industry, than in commerce.

Real prosperity awaits any one willing to establish himself in this country, especially in the neighborhood of a big city like Constantinople, as a dairy farmer. Any amount invested in this line will undoubtedly double several times in a few years.

With the establishment of a street car line from Schichli (uptown district) to Buyukdere on the Bosphorus, there will be plenty of room for any man with a capital of Ltq. 1300 or \$5720 to start a profitable dairy of 25 milking cows.



Agricultural College at Halkali.

The following figures will give an approximate idea of the capital required :

To purchase 25 cows at Ltq. 20.	Ltq. 500
„ „ 10 pigs.....	„ 15
„ „ Chickens & pigeons	„ 20
Cultivating 60 acres @ 3 per acre.....	„ 180
2 Horses and their keep.....	„ 240
Sixty acres of pasture land	„ 45
Necessary farm implements	„ 90
Dairy utensils	„ 20
Rent, taxes	„ 190
	Ltq. 1300 or \$5720

The above is considered a sufficient amount of capital to work a dairy farm of the dimension I have specified. There is no doubt that many dairy farmers commencing in a humbler way may succeed upon much less ; but the more capital is employed, the better is the result as far as profits are concerned.

The richness of the soil for pasture, the abundance of good drinking water, the scattered tress for shadow while the cows are pasturing in summer, the pure salubrious air, the street car service, the good roads for the transportation of the milk to the city, should encourage any man to invest capital in this locality and in similar localities in Turkey in dairy enterprises.

Immigration to America.

IMMIGRATION in June 1916 was slightly less than in May but the record for six months is considerably greater in volume than for the same period of 1915. A bulletin issued by the Bureau of Immigration shows that there were admitted into the United States in June 1916, 30,764 immigrant aliens, compared with 31,021 in May and 22,598 in June, 1915. The total is the second largest for any month since August, 1914, and compares with 71,728 in June, 1914, and 176,267 in June, 1913.

The following table gives the immigration by months during the last four years, for the six months period and for the last three years :

	1916.	1915.	1914.	1913.
January	17,293	15,481	41,708	46,421
February	24,740	13,873	46,873	59,156
March	27,586	19,263	92,621	96,958
April	30,560	24,523	119,885	136,371
May	31,021	26,069	107,796	137,262
June	30,764	22,598	71,728	176,261
Total 6 months.....	161,964	121,807	483,611	652,440
July	— —	21,504	60,377	138,244
August	— —	21,949	37,706	126,180
September	— —	24,513	29,143	136,247
October	— —	25,450	30,416	134,140
November.....	— —	24,545	26,298	104,671
December.....	— —	18,901	20,944	95,387
Total for year.....	— —	258,678	668,495	1,387,318

Dairying in Syria.

(American Consular Reports 1909.)

CONSUL General G. Bie Ravndal writes from Beirut that in Syria there are only a few dairies, and the need of such is strongly felt by foreign residents. He states that the following suggestions addressed to him by a prominent American in that city have his approval :

I would like to call your attention to the great opportunity of operating an up to date dairy plant in this region. If an American firm could be persuaded to establish a dairy and creamery fitted up with the latest appliances in central Syria (the Bekaa plain), I believe the venture would be successful from the beginning. It could supply the cities of Beirut and Damascus with milk, cream, butter and cheese. There are many institutions, colleges, convents, hospitals, tourists' hotels, etc., which would undoubtedly purchase the products from such concern. At present, you know, the butter supply is insufficient and in addition to that imported from Denmark there is a further strong demand for a high quality of not only butter, but also other dairy products of local origin. Here is a promising field for an enterprising American Company.

American Exports of Dairy Products,

AMERICAN dairymen occupied a strong position in the foreign trade of the fiscal year just ended. Their sales to foreign countries were by far larger than ever before, while imports of competing products fell to the lowest point touched in the last six years. The aggregate value of American exports of butter, cheese, milk and cream in the fiscal year 1916, according to the Bureau of Foreign and Domestic Commerce, Department of Commerce, was \$24,000,000, being \$10,000,000 more than in 1915 and \$21,000,000 more than in 1911 or 1913. On the other hand, imports of that group in 1916 amounted in value to slightly less than \$10,000,000, as against \$14,750,000 in 1915, \$10,750,000 in 1913 and \$10,000,000 in 1911.

Export sales of condensed milk during the fiscal year ended June 30, 1916, rose to the stupendous total of 156,000,000 pounds, valued at \$12,500,000, thus eclipsing the record of 37,000,000 pounds for 1915 and the annual average of 16,000,000 pounds for 1910-1914. The total exports of cream and milk, fresh or condensed, amounted to \$13,000,000 during the year, being five times the value of imports of that character, while in 1911, five years earlier, imports valued at \$2,000,000 were double the value of exports.

The following table shows American foreign trade in milk, butter and cheese in the period from 1911 to 1916:

IMPORTS AND EXPORTS OF MILK, BUTTER AND CHEESE.

Year ended June 30	Milk & Cream.		Butter.		Cheese.	
	Imports.	Exports.	Imports.	Exports.	Imports.	Exports.
(Quantities in millions of pounds.)						
1911.....	Not stated.		1.0	4.9	45.6	10.4
1912.....	Not stated.		1.0	6.1	46.5	6.3
1913.....	Not stated.		1.2	3.6	49.4	2.6
1914.....	Not stated.		7.8	3.7	63.8	2.4
1915.....	Not stated.		3.8	9.9	50.1	55.4
1916.....	Not stated.		.8	13.5	30.1	44.4
(Values in millions of dollars).						
1911.....	2.0	0.9	0.3	1.1	7.9	1.3
1912.....	1.0	1.9	0.2	1.5	8.8	0.9
1913.....	1.2	1.9	0.3	0.9	9.2	0.4
1914.....	2.6	1.7	1.8	0.9	11.0	0.4
1915.....	4.4	3.4	1.0	2.4	9.4	8.5
1916.....	2.6	13.2	0.2	3.6	7.1	7.4

American Corporation in the Near East.

So many propositions of a diversified nature have been presented to the American International Corporation which merit careful investigation that it has been found necessary to provide a special organization to investigate and handle the business arising from Latin-America through the formation, under the laws of Maine, of a subsidiary corporation to be known as "The Latin-American Corporation" with an authorized capital of \$1,000,000. Charles A. Stone, president of the American International Corporation, is to be president of the new company. R. P. Tinsley, treasurer of the American International Corporation, is to be treasurer, and its directors so far as announced are Mr. Stone and Mr. Tinsley and Messrs. W. S. Kies, P. W. Henry and Thomas W. Streeter.

The organization will include an expert engineering and construction staff, and will be equipped not only for construction, but for the operation of acquired properties.

The activities of this corporation will in no way interfere with the established policy of the American International Corporation of co-operation with American engineering and construction firms in their work in developing the resources of Latin-America. The Corporation, as heretofore, will lend its aid to such engineering and construction firms, although the new organization will be in a position to exercise an engineering supervision over such work as is undertaken, and for the doing of which the American International Corporation has assumed a moral obligation through the financing of the enterprise.

The corporation has under consideration numerous specific projects, including the consolidation and rehabilitation of existing tram lines, the construction of public works, including water supply systems, sewerage systems and harbor developments, and the construction and development of railways. As far as possible, it will be the policy of the new corporation to retain a substantial permanent interest in the projects which it undertakes, so that it will participate in future earnings.

The most serious problem in development work in South America is in connection with financing of the work the greater part of which is done through the issue of government or municipal securities. Though the intrinsic value of these securities is not generally known to the American investor, and hence their market is now somewhat limited in the United States, the new corporation is in possession of exact information regarding the same, and in entering into contracts for the various projects which it has under consideration is in a position to assure itself of the entire safety of the securities which it accepts in payment and for their amortization out of earnings. It will be the policy of the American International Corporation to make the securities which it so receives the basis for its own issues of debentures under proper restrictions.

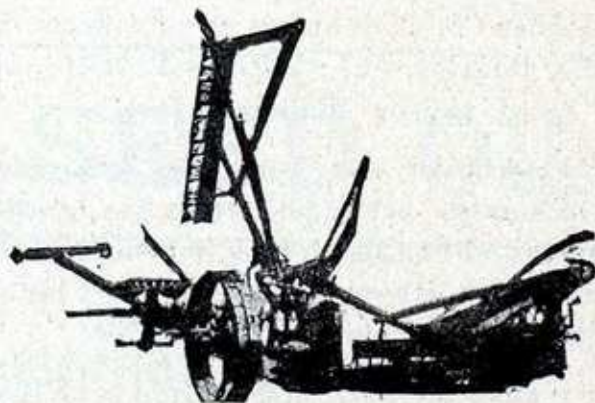
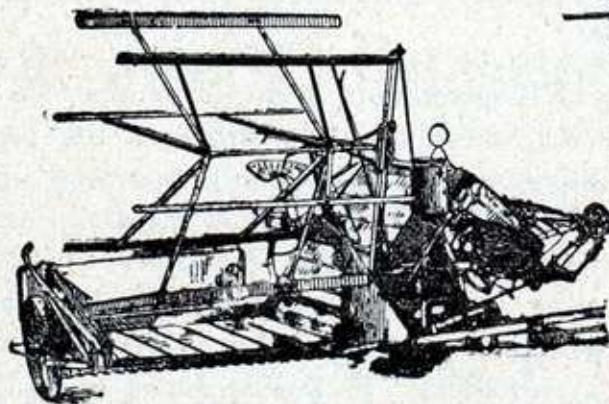
Representatives of the new corporation expect to leave for Buenos Ayres in the latter part of the month to arrange for establishing a permanent office there, and to make a further survey of the possibilities for foreign capital in Latin-America.

It is such an American corporation we want in Constantinople as soon as the war is over, and similar corporations should be established in Bucharest, Sofia, Athens and Alexandria.

INTERNATIONAL HARVESTER CORPORATION, — CHICAGO, U. S. A. —

Manufacturers and Exporters
of the following World famous line of harvesting machines:

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L'American Exporters & Importers Association.

AU cours des derniers mois il s'est produit une augmentation notable dans le chiffre des membres de l'Association Américaine des Exportateurs et Importateurs, dont le siège se trouve au 17, Battery Place, New-York.

Cette organisation importante compte parmi ses membres les principaux marchands importateurs et exportateurs, et surtout des négociants commissionnaires. Elle fut formée en 1907 par neuf maisons, et depuis lors le chiffre de ses membres s'est accru jusqu'à plus de quarante.

La direction actuelle se compose de : F. W. Lincoln, de la maison H. W. Peabody & Co., président ; F. E. Hagemeyer, de la Hagemeyer Trading Co., vice-président ; George F. Trowbridge, de la Strong & Trowbridge Co., secrétaire ; John R. Bradlee, de H. W. Peabody & Co., trésorier.

M. Trowbridge est secrétaire de l'Association depuis son organisation, et M. Bradlee en est le trésorier depuis 1910.






Le premier président de l'Association fut Gustav Vintscher, de la Markt & Hammacher Co. Les autres ex-présidents ont été : William Harris Douglas, de Arkell & Douglas, Inc. ; William E. Peck, de William & Peck Co., et Welding Ring, de la maison Mailler & Quereau.

L'Association Américaine des Exportateurs et Importateurs a rendu des services très utiles par la protection des intérêts de ses membres et du commerce en général, et l'un des éléments principaux dans l'accomplissement de ce travail, fut la réunion des marchands dans un but commun et unique. Ce but se trouve expliqué dans les statuts comme suit :

“ L'objet de cette Association est d'encourager et de développer le commerce d'importation et d'exportation de l'Amérique et de protéger les intérêts commerciaux de ses membres ; d'établir et de maintenir une plus grande uniformité et certitude dans les coutumes et usages commerciaux, d'acquérir, de conserver et de propager des renseignements importants sur les affaires et de développer des relations plus suivies et plus aimables entre ses membres et les autres branches du commerce et du transport ; d'examiner et de régler les différends qui peuvent se produire, et, en général, de développer et d'étendre le volume du commerce d'importation et d'exportation américain. ”

Le travail de l'Association est divisé par comités, et il existe des comités australiens, sud-africains, européens, sud-américains, de l'Extrême-Orient, de l'arbitrage, des membres, des griefs et du frêt.

Ces comités se composent d'un président et de deux à quatre membres. Il est de leur devoir de s'occuper de tous les détails des affaires, qui, par suite d'efforts mutuels, pourraient être menées d'une façon plus efficace, ainsi que d'examiner et de régler tout malentendu qui pourrait se produire entre les membres de l'Association ou bien, entre ses membres et d'autres maisons, les compagnies de chemins de fer, banques ou toutes autres traitant avec les exportateurs ou s'intéressant au commerce d'exportation du pays. Dans plusieurs occasions ces comités ont réglé d'une façon satisfaisante des différends existant

American Cotton  
   Oil Company,

27, BEAVER STREET, NEW YORK CITY,

Producers of the most famous Brands of

COTTON SEED OIL

Selling Representatives for
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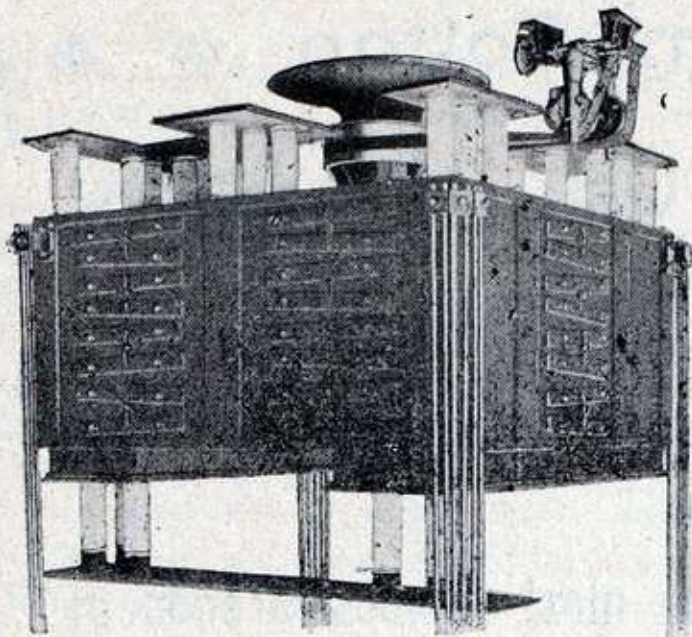
FULIAS & COMPANY

Abid Han, Galata,

Constantinople.

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HIGH GRADE--MODERN--EFFICIENT.



A strictly up-to-date, guaranteed machine for each operation in Flour, Feed and Meal Milling or the complete plant designed, built and started, giving the benefit of fifty years experience in this work.

Catalogues, plans, estimates and full particulars will be furnished without cost or obligation.

Correspondence in any language.

The Monarch Ball Bearing Double Roller Mill.

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entre les fabricants, compagnies de transport et autres maisons traitant avec ses membres.

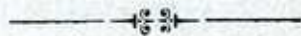
Aucun effort n'a été fait en vue de restreindre d'une façon quelconque la liberté d'action des membres, mais, en offrant de nombreuses occasions de conférence et d'échange d'opinions, l'Association tend à créer une communauté d'intérêts et à unifier les méthodes du commerce avec l'étranger. La réunion des intérêts alliés permet ainsi la coopération la plus effective et la propagation de renseignements importants à l'avantage mutuel de tous les intéressés. Ce rapprochement amical des membres leur fournit l'occasion d'échanger leurs vues et opinions sur des sujets d'intérêt commun, ce qui permet de prendre des mesures pour arrêter les abus dans certains marchés spéciaux et d'exposer les méthodes d'affaires douteuses dans le commerce d'outre-mer. On ne s'attend pas à ce que les membres fassent connaître les détails de leurs affaires privées, mais on leur donne l'occasion de contribuer au bien général. Il en résulte que l'Association a souvent l'occasion de protéger les intérêts de ses membres, et dans des cas urgents, d'agir de concert et de prendre des mesures autoritaires qui, en général, obtiennent de bons résultats, là où des tentatives personnelles auraient probablement échoué. Les restrictions irraisonnables en matière de frets, règlements concernant les expéditions, factures consulaires, assurance, méthodes de banques étrangères, etc., sont toutes comprises dans la sphère d'activité de l'Association.

Dans plusieurs cas très importants l'Association a été à même d'obtenir des résultats très satisfaisants, notamment en ce qui concerne les taux de fret, etc., pour l'Amérique du Sud, l'Afrique du Sud, l'Australie et la Nouvelle-Zélande. Immédiatement après le début de la guerre européenne, des questions importantes

se référant à l'assurance maritime et contre les risques de guerre ont été rapidement réglées d'une façon des plus satisfaisantes.

Cette Association a contribué également à aplanir des difficultés qui s'étaient présentées entre fabricants et exportateurs, elle a siégé comme arbitre et a aidé dans une grande mesure à éliminer certains abus.

L'idée de travailler à l'aide de comités, chaque comité appartenant à une division géographique, est excellente, aussi la LEVANT TRADE REVIEW s'est-elle empressée de la suggérer. Ce principe devrait être également suivi par les organisations commerciales en Amérique. Nous espérons que bientôt l'AMERICAN EXPORTERS AND IMPORTERS ASSOCIATION organisera pour le commerce de la Méditerranée Orientale et de la Mer Noire un comité analogue pour travailler à l'unisson avec la AMERICAN CHAMBER OF COMMERCE FOR THE LEVANT.



Bridges over the Golden Horn.

The issue of 'Le Soir' of October 10, 1916, contained an interesting article in commemoration of the eightieth anniversary of the construction of the first bridge connecting the two banks of the Golden Horn. This bridge, which extended from Azap Capou to Oun Capan, was built by Ahmed Pacha and was thrown open to traffic on October 2, 1836, accompanied by great ceremony, the then Sultan, Mahmoud II, presiding, and his harem being present. Since that time several bridges have been constructed over the Horn and replaced from time to time by more modern ones, until today we have the splendid steel and stone bridge connecting Karakeuy and Emine Eunu, and the less modern Azap Capou structure.

It is interesting to note the effect of the construction of these bridges, in moving the business center of Stamboul from Djibali to Yeni Djami and that of Galata from Perchembé - Pazar to Karakeuy, the cause being their interference with the free navigation of the Horn, particularly in the case of large ocean going vessels.

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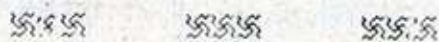
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America's New Ships.

UNITED States yards are building a new ship every day. It is a record never before equalled in the United States, and is the sequel of stupendous exports at a time when world commerce is upset by a world war. There are now building or under contract 368 steel vessels, the aggregate of whose tonnage exceeds 1,129,000. Ships bearing the Stars and Stripes have more than doubled since the war began, and the increase is still going on at high tide.

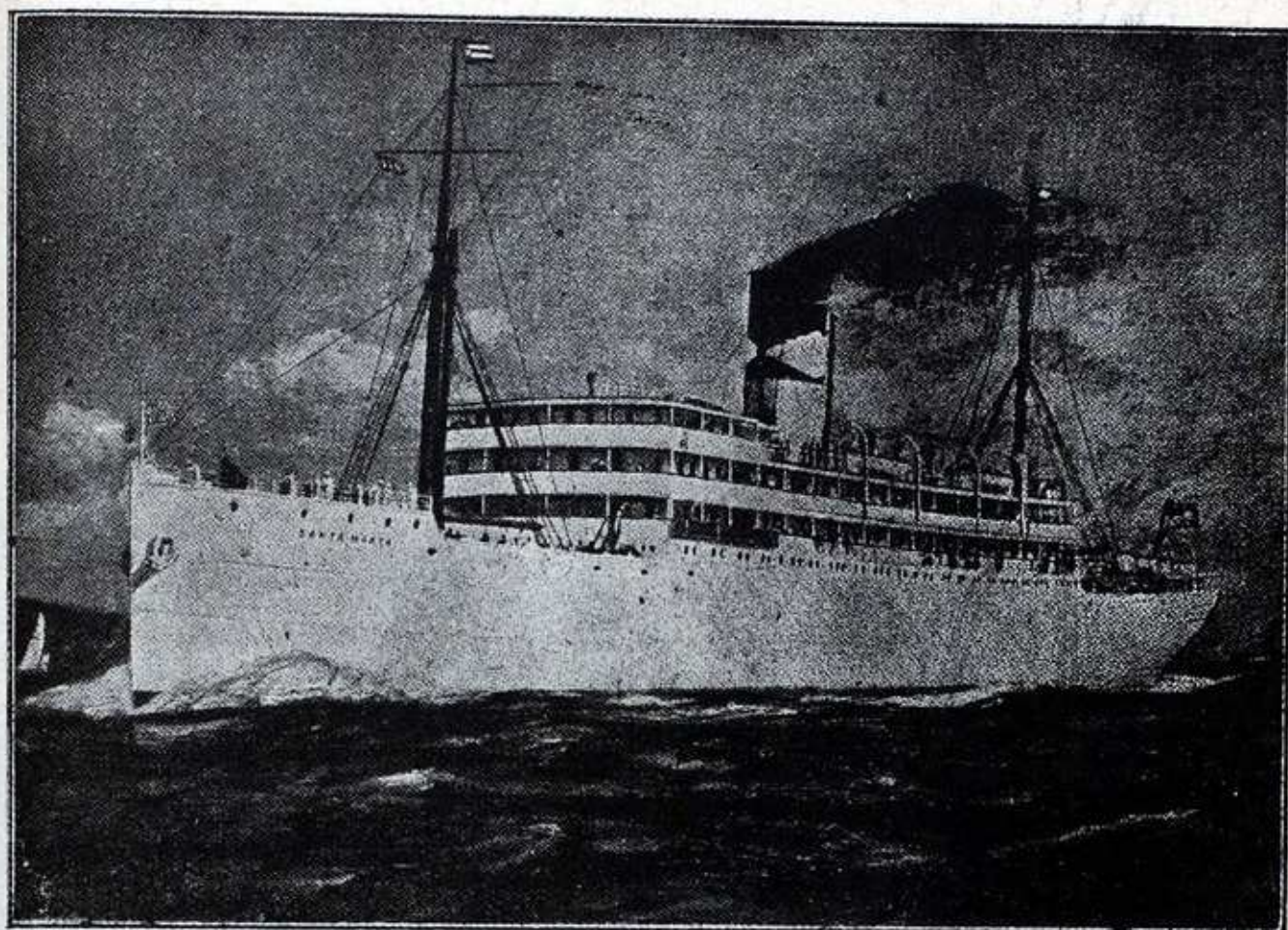


A report on merchant shipbuilding from 1912 to 1916 has just been published by the Department of Commerce, which states that at present the United States, for the first time in over half a century, is not only building more merchant shipping than any other country, but the American output for the year 1916 will probably exceed that of all the rest of the world.

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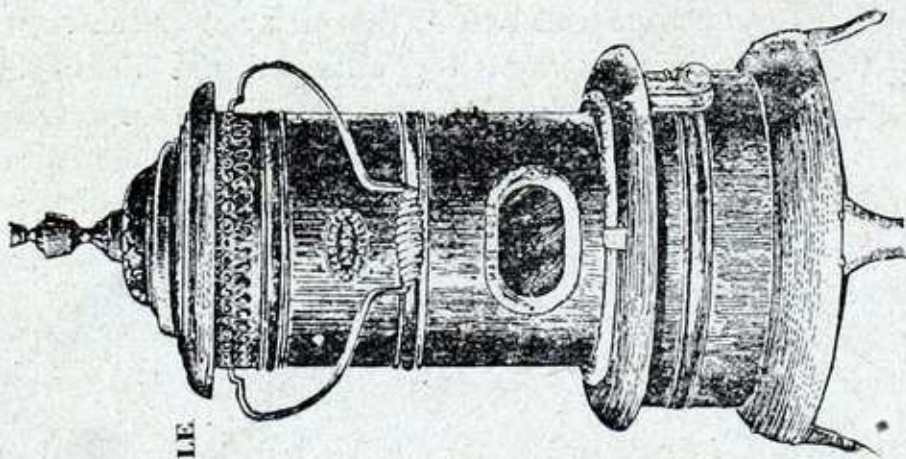
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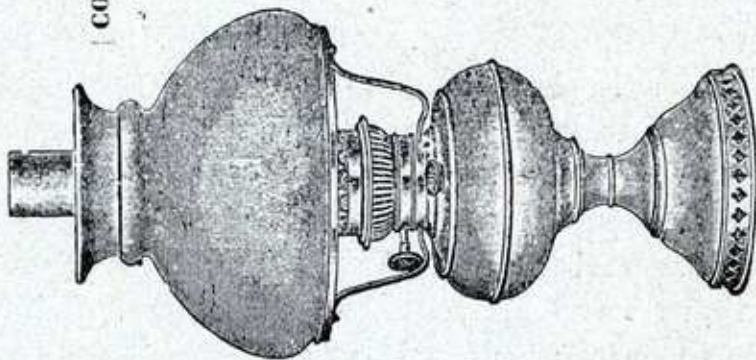


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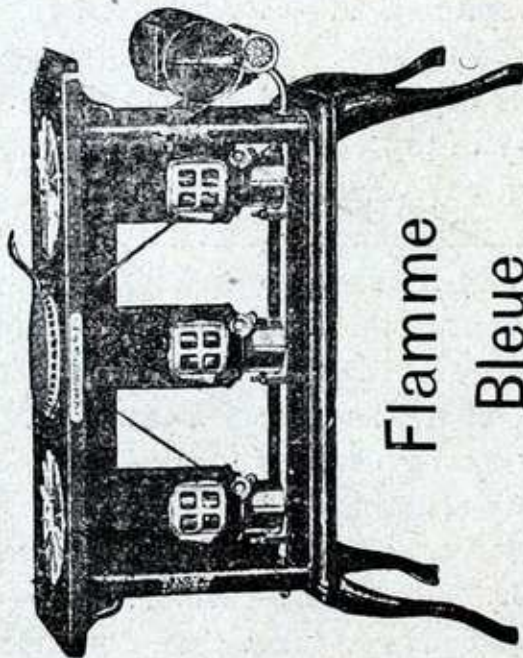
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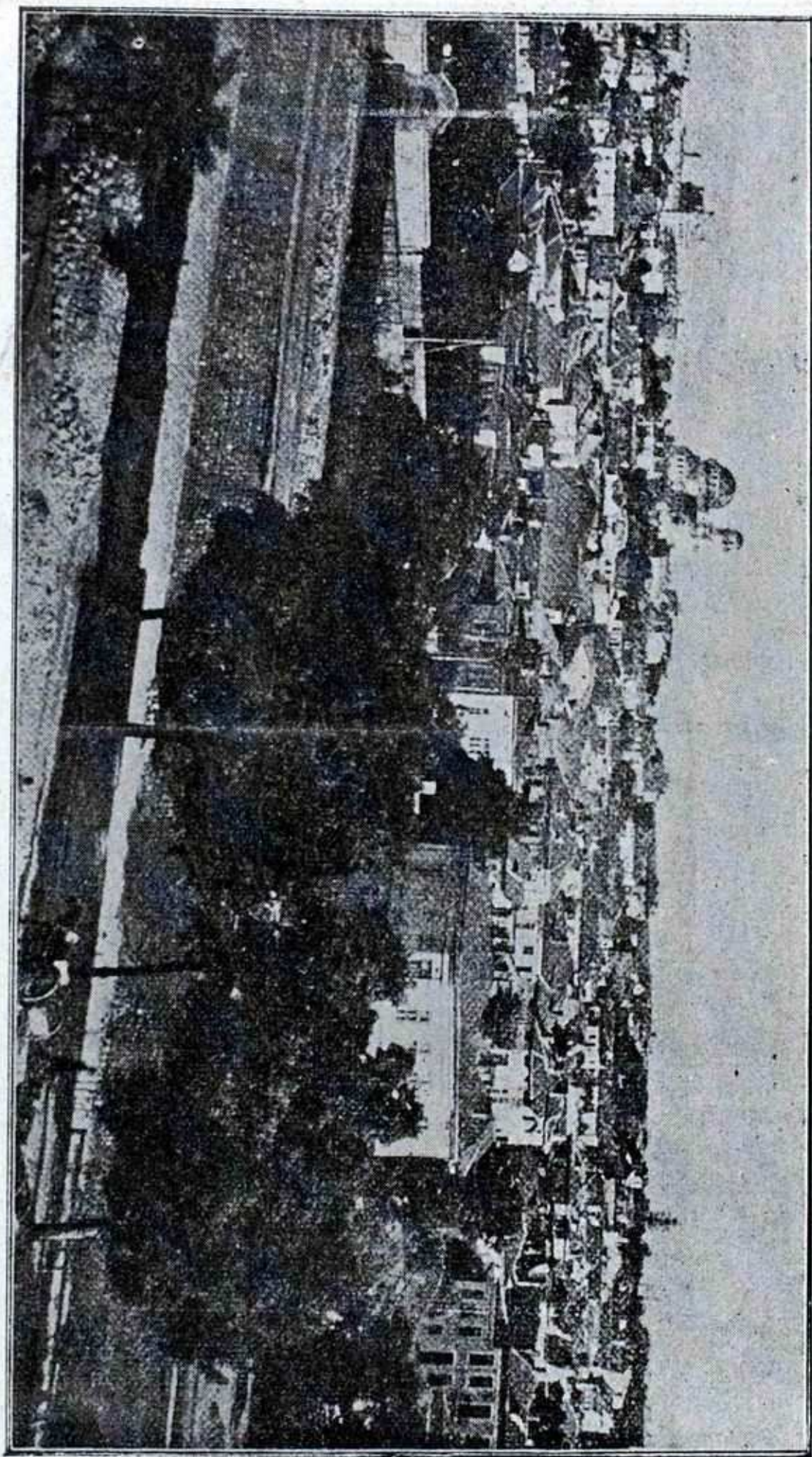
Sofia.

SOFIA, the capital of Bulgaria, at present one of the centers of interest in Europe, is for the most part, of course, quite a modern town. Since 1880 it has been almost entirely rebuilt and laid out in "European" style. The narrow, tortuous lanes of the old Oriental town with their mean houses on either side, have given way to many broad streets bordered with fine buildings and houses of the modern construction. Electric cars of the most approved pattern flash past in the streets. It possesses the largest theater in southeastern Europe, a large national library, and a parliament house of no little beauty. It is lighted by electricity, is well drained and has a spacious park laid out in its eastern suburb.

In spite of all this modernity, however, Sofia has a long and checkered history. Like so many other towns in southern Europe, it traces its beginnings to Roman times. The Emperor Trajan founded here a colony in the early years of the second century or the latter years of the first, and called it Serdica. In the third and fourth centuries, it became a Roman provincial town of considerable importance, and it was one of the favorite residences of Constantine the Great. The next great event in its history is that which enters into the history of almost any town or village of any antiquity hereabouts—it was burnt by the Huns. That was in A. D. 447. Whether the Huns did their work so effectively as utterly to destroy the Roman town, or whether it gradually crumbled away as the years passed, it is impossible to decide; but however this may be, few traces remain today of the Roman city. In A. D. 809 the Bulgarians, who had swept down through Russia from the banks of the Volga, conquering the Slavs, but adopting their language and customs, appeared before the city under their great leader Krum, and took it. Straightway they changed the name Serdica to Stredetz, which in turn gave place to the Byzantine Triaditza. For over 150 years in the eleventh and twelfth centuries, whilst under Byzantine rule, the place served as a frontier fortress. Then in 1382 Sofia, as the city had now come to be called, from the great church of St. Sophia, the massive ruins of which still stand on an eminence to the east of the town, was captured by the Turks. For a brief period in 1443, it was occupied by the Hungarians under John Hunyadi, and centuries later by the Russians, for a few days, during the Turco-Russian campaign of 1829, but save for these two short interruptions, Sofia remained in the occupation of Turkey from its capture in 1382 to the settlement of the Berlin congress in 1878.

Under the Turkish rule Sofia was, for nearly four centuries, the headquarters of the Beylerbey or the Governor-General of the whole

SOFIA



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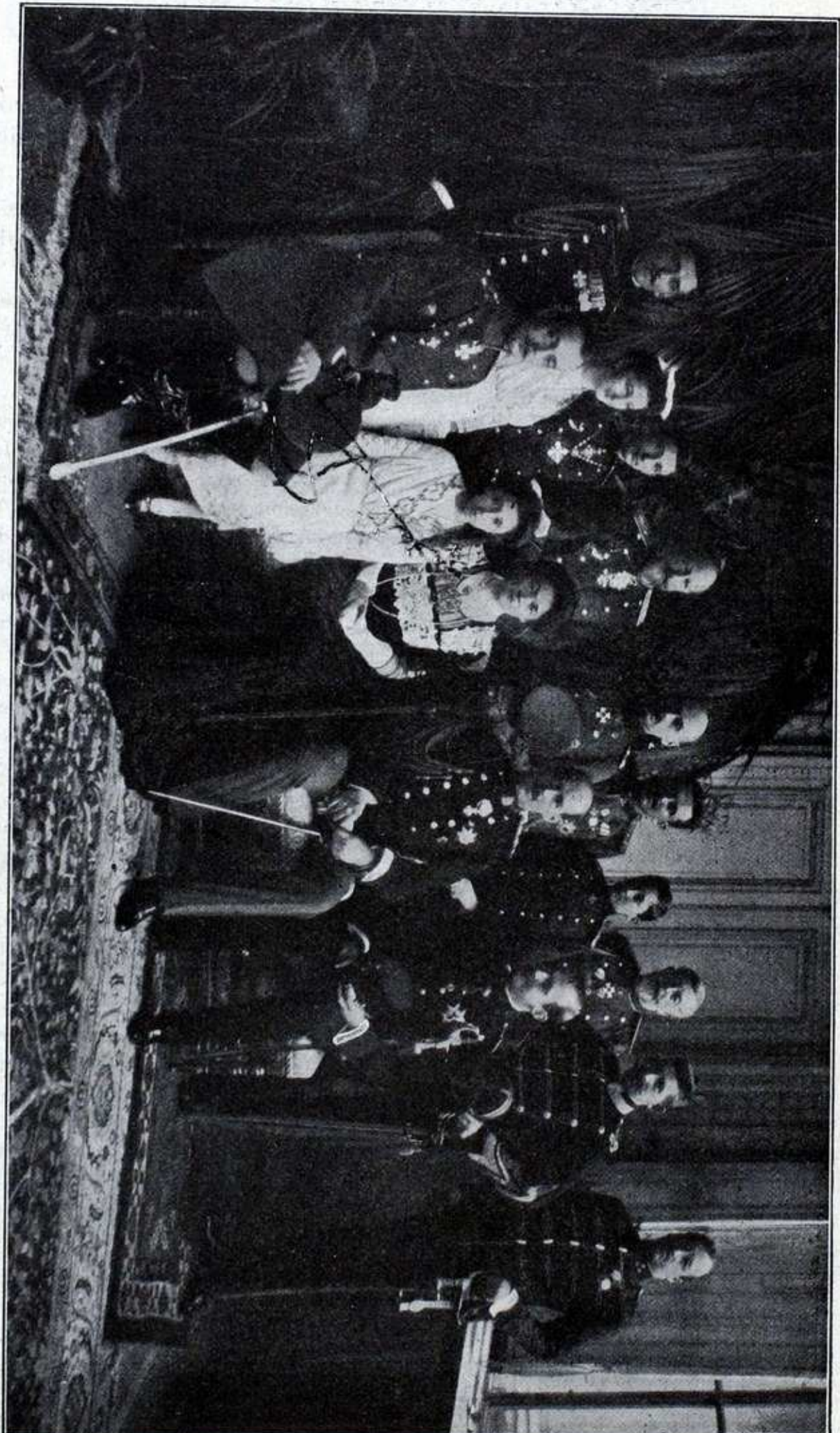
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Balkan peninsula except Bosnia and Morea, and the city grew steadily in importance, until, in 1553, it possessed no fewer than eleven large and over 100 small mosques. It had, by this time, owing to its situation at the junction of several trade routes, become an important trade center, especially for Ragusan commerce, and was a place of no mean importance. When Bulgaria was constituted an autonomous state in 1878, Sofia was chosen as its capital. It is not so central as Philippopolis, and is less renowned in Bulgarian history than Trnovo. It is, however, in a strong strategical position, commanding as it does the routes to Constantinople, Belgrade, Macedonia and the Danube. It is also center of a great railway system radiating to Constantinople, Belgrade, and central Europe, Varna, Rustchuk and other points of importance. It lies high, some 1700 feet, in fact, above sea level, and two small tributaries of the river Iskar, the Perlovetz and the Boyana, flow respectively east and west of the town. Perhaps the most interesting building in Sofia is the little round chapel of St. George in the Jewish quarter. It is the one building in the town which has seen the whole of Sofia's history. Originally, so it is said, it was a Roman temple, then it became a church, then a mosque, and now it is a church once more.



The Royal Family of Bulgaria in 1912 (with foreign princes in attendance).

Gaston, Williams & Wigmore.

LE journal, THE MAIL à New York, publiait dans son numéro du 10 Avril, 1916, le récit suivant sur la carrière de Messieurs Gaston, Williams et Wigmore, une maison qui est en rapport d'affaires avec la Guaranty Trust Company de New York.

Mardi au Bankers' Club plusieurs Messieurs intéressés dans une corporation pour l'exportation et l'importation racontèrent à quelques financiers un des plus remarquables contes du commerce et de l'industrie mondiale

Ce n'est un secret pour personne que les trois messieurs qui fondèrent cette corporation n'avaient que 1000 Dollars de capital quand, il y a moins de deux ans, ils se mirent en affaires.

L'année passée le total de leurs opérations s'éleva à plus de 47.000.000 de Dollars et leurs bénéfices nets dépassèrent 4.800.000 de Dollars. Ils débutèrent par une commande de guerre. Ils s'occupent encore de commandes pareilles, mais petit à petit ils renoncent à ce genre d'affaires pour s'adonner au commerce en général. Ils ont des agences, non seulement en Europe mais aussi en Chine, au Japon, en Afrique et dans l'Amérique du Sud, en un mot ils ont des agences partout. Leur entreprise s'est développée et est devenue une des plus grandes dans ce genre d'affaires. Ils représentent un grand nombre de maisons américaines. Ils sont propriétaires de quelques bateaux, ils en frètent d'autres et sont en train d'en faire construire pour leur propre compte. Ils se sont vu obligé de refuser des affaires parceque les facilités requises pour les entreprendre leur faisaient défaut. Rien qu'en ce qui concerne le coton ils n'ont pu accepter des commandes que pour 1.000.000 de Dollars. D'après certaines données ils feront cette année des affaires pour 55.000.000 de Dollars et leurs bénéfices s'élèveront à plus de 5.000.000 de Dollars.

Les articles pour lesquels ces messieurs ont trouvé un débouché facile, comprennent de fait tous les produits de fabrication américaine. Rien qu'en Afrique du Sud ils ont vendu 5.000 automobiles.

Ce qui nous frappe le plus, à côté de l'esprit d'initiative de ces Messieurs qui ont pu faire en un an des affaires pour 47.000.000 de Dollars en ayant débuté avec un capital de 1.000 Dollars, c'est le manque d'initiative dont ont fait preuve de grandes maisons établies depuis longtemps en Amérique. Il y a à New York et à Boston des maisons avec des millions de capital et un crédit illimité, qui sont engagées depuis des années dans le commerce Sud Africain, Chinois et Indien. Elles ont de grands établissements. Elles prospèrent, elles ont réussi. Le bon sens, pour apprécier les occasions sans précédent qui leur ont été offertes par la guerre Européenne leur ayant fait défaut, elles n'ont rien fait ou presque rien pour développer le commerce américaine. Maintenant elles sont stupéfaites des résultats étonnant obtenus par ces esprits aventureux dont les exploits ont été racontés au Bankers' Club.

Si avec un capital de 1000 Dollars, trois hommes d'affaires sont arrivés à avoir des transactions de 47.000.000 de Dollars par an, que n'auraient pu faire ces grandes maisons établies depuis des années dans le commerce international, avec leur organisation parfaite, leur puissance financière et leur prestige si elles avaient été mues par le même esprit d'initiative que ces trois génies.

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Le commerce du monde entier ne peut pas être capté par une aventure extraordinaire et individuelle dans le domaine commercial. La nation ne peut pas compter sur une entreprise speculative. De l'ordre, du système, un coup d'œil et une bonne organisation embrassant toute l'industrie américaine sont indispensables pour assurer le succès.

De l'importance de notre commerce dépend l'avenir de l'Amérique. Tel qu'il est, notre commerce étranger n'est que le résultat du hasard. Pour ce qui est de la manufacture, nous sommes merveilleux, mais en ce qui concerne l'organisation de nos marchés étrangers nous sommes ridicules.

La maîtrise du commerce mondiale est à la portée de l'Amérique, pourvu que les Américains soient à la hauteur de la situation. Nous sommes le peuple le plus riche du monde en ressources naturelles, en industries, en argent et en crédit. Mais nous sommes comme un géant qui serait incapable d'utiliser toutes ses forces. Nous n'avons pas assez de bateaux pour le transport de nos marchandises. Nous n'avons pas d'organisations financières à l'étranger. Nous n'avons pas la direction voulue, ni la co-operation nécessaire pour tirer partie de nos grandes capacités.

Les grandes occasions font les grands hommes. C'est un homme d'affaire dirigeant que l'Amérique attend.

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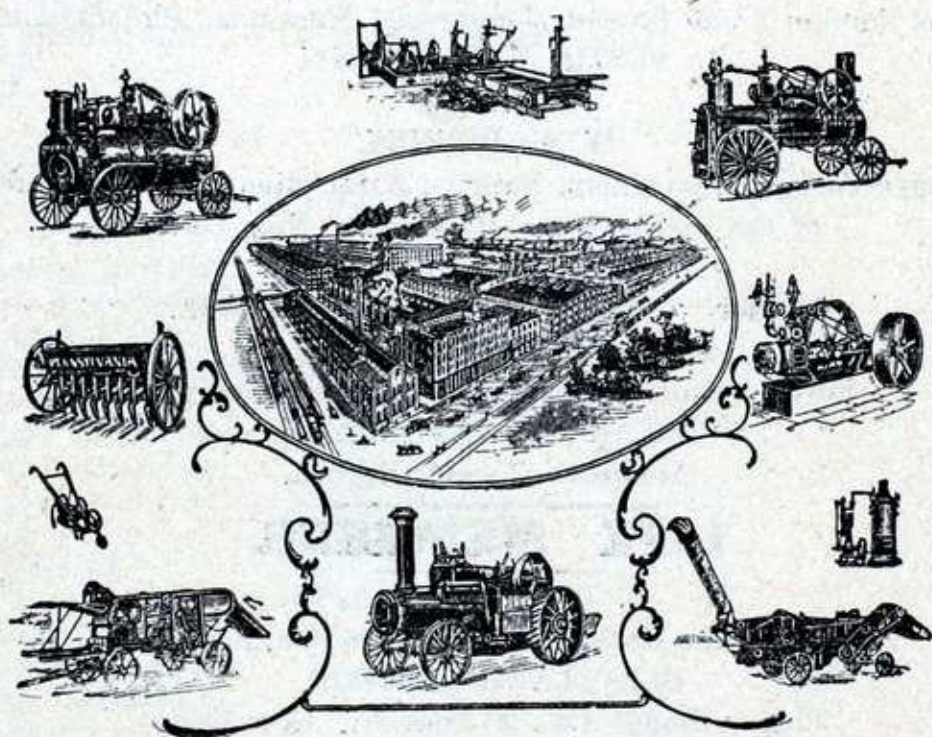
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Avery Co., Exporters	Peoria, Ill., U. S. A.
Balladur, Paul J., Importer, P. O. Box No 161.	Smyrna, Turkey.
Bozadjian, Mihran, Importer	Adana, Turkey
Debbas, Jean, Importer	Tarsus, Turkey
Dizengoff, M., Importer.	Jaffa, Turkey.
Farquhar, & Co., A. B, Exporters	New York, U.S.A.
Frangakis, Ant. Ch., Importer.	Aleppo, Turkey.
Hindié, Elias, Importer.	Aleppo, Turkey.
Holt Caterpillar Co., Exporters, 50 Church St . .	New York. U.S.A.
International Harvester Co., Exporters.	Chicago, U. S. A.
Kaul, Wilhelm Franz, Importer.	Afion Kara Hissar, Turkey
C. Laughton & Co., Importers.	Constantinople, Turkey.
Loutfalla, Georges, Importer.	Adana, Turkey.
Lykiardopoulos Fils, A.. Importers	Mersina, Turkey.
Montgomery, Ward & Co., Expo ters.	Chicago, U.S.A.
Nergararian, H. G., Importer	Varna, Bulgaria.
Nergararian, H., Importer	Constantinople, Turkey.
Rindelaub, Robert C, Importer.	Constantinople, Turkey.
Selian, R.B., Importer.	Mersina, Turkey.
Slocum, Avram & Slocum, Exporters.	New York, U.S.A.
South Bend Chilled Plow Co., Exporters.	South Bend, Ind., U S.A.
Velissarides & Co, E., J, Importers	Trebizond, Turkey.
Walter A. Wood Mowing & Reaping Machine Co., Exporters.	Hoosick Falls, N.Y., U.S.A.
Walter A. Wood Co., m. b. H. Elisabethufer 5/6.	Berlin, Germany.
Whitman Agricultural Co., Exporters	St. Louis, U.S.A.

Alcohol.

Charilaou, Epam, Exporter, Pesmazoglou Building.	Athens, Greece.
Hellenique Wine & Spirit Co., Exporters.	Athens, Greece.
Mosseri, Albert, Importer.	Salonika, Greece.
Molho, Isaac, Importer.	Salonika, Greece,

Almonds.

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

Antiquities.

Haim, S., Musée Oriental, Kabristan 14, Péra . Constantinople, Turkey.
Panayotoglou, Avraam V., Exporter, Serai Emir. Teheran, Persia.

Architects.

Kendall, R.R. Athens, Greece.
Tompkins, V.D., Robert College, Roumeli Hissar. Constantinople, Turkey.

Army Materials.

Schapira, J. M., Importer, 21 Colocotroni Str. . Athens, Greece.

Arsenal Machinery.

Niles-Bement-Pond Company, 111 Broadway . . New York, U.S.A.

Asbestos Products.

Johns-Manville, H. W., Co., Madison Avenue
& 41st Street. New York, U.S.A.

Asphalt Products.

Johns-Manville, H. W., Co., Madison Avenue
& 41st Street. New York, U.S.A.

Attorneys-at-Law.

Carasso Joseph, Assicurazione Han Constantinople, Turkey.
Chadarevian, Gemil, T., Aleppo, Turkey.
Lydecker, C. E., 2 Rector Street. New York, U.S.A.
National Credit Corporation, Title & Trust Bldg
Wirth, Jr., Frederick Chicago, U.S.A.
Constantinople, Turkey.

Automobiles.

Avigdor, N. S., 67-68 Inayet Han, Galata. . . . Constantinople, Turkey.
Balladur, Chas. P., Importer, P. O. Box No. 161. Smyrna, Turkey.
Belart-Lanz, J., Importer, Ihsan Bey Han, Stamboul. Constantinople, Turkey.
Demaras Bros, Importer, 4 Philellinou Street. . Athens, Greece.
Keller, E. Theodor, Mgr. Fulias & Co. Athens, Greece.
Studebaker Corporation, The, Mfrs. & Exporters. South Bend, Ind., U.S.A.
Vrioni, Pan. D., Importer, 4 Dephes Street. . . Athens, Greece.
Wichita Falls Motor Co., Mfrs. & Exporters. . . Wichita Falls, U.S.A.

Bacteriologists.

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

Bakers' & Confectioners' Supplies.

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

Banks and Bankers.

Asfar & Co., Bagdad, Turkey.
Banque d'Athènes. Constantinople, Turkey.
Banque d'Athènes. Athens, Greece.

Banque d'Athènes.	Salonika, Greece.
Banque d'Athènes.	Smyrna, Turkey.
Banque Commerciale de Palestine	Jerusalem, Turkey.
Banque d'Orient, Sophoclès Street.	Athens, Greece.
Banque d'Orient.	Smyrna, Turkey.
Banque d'Orient.	Salonika, Greece.
Banque de Salonique.	Constantinople, Turkey.
Banque Impériale Ottomane.	Constantinople, Turkey.
Bilinsky De, S. S., c/o Ionian Bank,	Athens, Greece.
Capayannides, G.	Trebizond, Turkey.
Chamarakis, E. D.	Rethymno, Crete, Greece.
Dagher, Bustros & Co.,	Beirut, Turkey.
D. maras Brothers.	Athens, Greece.
Deutsche Orientbank A. G.	Constantinople, Turkey.
Eliasco, J. C., c/o Bank of Athens	Athens, Greece.
Lévy, Juda Gabriel	Yanina, Greece.
Nicolaides, Louis, c/o Banque d'Orient	Athens, Greece.
Mitrani Salomon, Banker	Constantinople, Turkey.
Phostiropoulo Frères	Trebizond, Turkey.
Sabbag & Fils	Beirut, Turkey.
The Commercial Bank of Greece	Athens, Greece.
The National Bank of Greece	Athens, Greece.
Trad & Co., G.	Beirut, Turkey.
Wiener Bank Verein	Constantinople, Turkey.

Barley and other Cereals.

Barff, P. G. & Co., Importers.	Smyrna, Turkey.
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Bath Heaters.

Friedmann & Fils, J. R., Imp., 32 Rue du Tunnel.	Constantinople, Turkey.
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Beds and Supplies.

Lambichi, M. E, Importer	Smyrna, Turkey.
Frost & Cundill, Inc., Exp., 64, Wall Street.	New York, U. S. A.

Beer.

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

Belting.

C. Loughton & Co., Imp, 42 Perchembé Bazar.	Constantinople, Turkey.
Seferiades, S. A, Importer.	Smyrna, Turkey.

Bicycles & Sundries.

Buffalo Specialty Co, Exp., 375 Ellicott St.	Buffalo, N.Y., U.S.A.
Wilcox-McKim Company.	Sagtnaw, Michig., U.S.A.

Binders.

Wood, Walter A., Mowing & Reaping Machinery Co., Mfrs, & Exporters.	Hoosick Falls, N.Y., U.S.A.
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Blowing.

Southwark Foundry & Machine Co., Washington Ave & 5th St.	Philadelphia, U.S.A.
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Boots and Shoes.

Brown Shoe Co., Inc., Mfrs. & Exporters, 1018 Washington Ave.	St Louis, U.S.A.
Daoud & Abdo, Importers	Beirut, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.
Etablissements Orosdi-Back, Importers.	Constantinople, Turkey.
Fulias & Co., Importers, Omer Abid Han, Galata.	Constantinople, Turkey.
Hindié Frères, Importers.	Aleppo, Turkey.
Molho, Isaac, Importer.	Salonika, Greece.
Magnifico, E. A., Importer.	Smyrna, Turkey.
Rosenwasser Bros, Mfrs. & Exp., 472 Broadway	New York, U.S.A.
Sciaky, Salomon J., Importer	Salonika, Greece.
Tambakis, E. C., Importer	Smyrna, Turkey.
Tchin-inguirian, S., Imp., 42/3 Germania Han. .	Constantinople, Turkey.
Velissarides, E. J., & Co, Importer	Trebizond, Turkey.

Brandy

Hellenique Wine & Spirit Co., Exporters	Athens, Greece.
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Brick Machinery.

Slocum, Avram & Slocum, Exp., 30 Church Str.	New York, U.S.A.
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Butter.

Habib, Megarbané, & Fils, Exporters.	Aleppo, Turkey.
Jourdan Georgiades & Co., Exporters	Salonika, Greece.

Canary Seed.

Levant Products Trading Co., Importers, 38-40 W. 32nd Street.	New York, U.S.A.
Sevastopoulo, A. D, Exporters, Kut-huk Millet Han 14, Galata	Constantinople, Turkey.

Candles.

Errera, Isaac G., Importer	Salonika, Greece.
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Carpenters.

Psalty, Geo. J., Rue Kabristan, Péra.	Constantinople, Turkey.
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Carpets and Rugs.

Castelli, N., Exp., Kutchuk Ismail Pacha Han.	Constantinople, Turkey.
Filipachi, Paul P., Exp., Keuprulu Han, Stamb.	Constantinople, Turkey.
W. Griffith & Company, Manufacturers	Smyrna, Turkey.
Gulbenkian Bros. & Co, Exp., Gulbenkian Han.	Constantinople, Turkey.
Haim, S., Musée Oriental, Kabristan 14, Péra. .	Constantinople, Turkey.
Ibmsen & Co., Exprs., Rue Findjandjilar, Stamb.	Constantinople, Turkey.
Karadagli, A. C., Exporter, Djéferié Han, Stamb.	Constantinople, Turkey.
Karagueusian, A. & M, Exprs, Astartjian Han.	Constantinople, Turkey.
Kevork Skender, K. & D., Exporters.	Bagdad, Turkey.

Maghak, Fathalla D., Exporter	Bagdad, Turkey.
Mazlumian Frères, Exprs., Ralli Han, Stamboul.	Constantinople, Turkey.
Messayeh, Joseph J., Exporter.	Bagdad, Turkey.
Messulam. A., Exporter, Saidié Han, Stamboul .	Constantinople, Turkey.
Oriental Carpet Manufacturers, Exporters. . . .	Smyrna, Turkey.
Oriental Carpet Manufacturers, Exporters. . . .	Constantinople, Turkey.
Panayotoglon, Avraam V., Exporter, Serai-Emir .	Tehran, Persia.
Roditi, A., Expr., Ekbérié Han, Tarakdjilar. . .	Constantinople, Turkey.
Rostomian, R., Kutchuk Ihsan Bey Han, Stamb .	Constantinople, Turkey.
Sadullah, R. Levy & Mandil, Exprs., Stamboul.	Constantinople, Turkey.
Telfeyan & Co., S., Exprs., Germania Han. . . .	Constantinople, Turkey.
Timourian, S., Rue Tarakdjilar, 27, Stamboul .	Constantinople, Turkey.
Vayanos Frères, Manufacturers & Exporters, . .	Konia, Turkey.
Yonanidès, P., Spiro, Maison Louvre, Pera. . . .	Constantinople, Turkey.

Carriages, Vehicles, etc.

Birch, James A., Exporter	Burlington, N.Y., U.S.A.
Devlin Mfg. Co., (Carriage Hardware).	Philadelphia, U.S.A.
Montgomery, Ward & Co., Exporters	Chicago, U.S.A.
Studebaker Corporation, The, Exporters	South Bend, Ind., U.S.A.
The Sechler Co., 537-550 Fifth Street,	Cincinnati, Ohio, U.S.A.

Cheese.

Jordan Georgiades & Co., Exporters.	Salonika, Greece.
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Chrome.

Bensussan, Fils de Samuel J., Exporter.	Salonika, Greece.
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Cigarettes.

The Levant Products Trading Co. 38-40 W. 32d. St.	New York, U. S. A.
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Cigarette Paper.

The Mair de Botton Cigar. Paper Co., Mfrs. & Exp.	Salonika, Greece.
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Cinematographic Films.

Coûteaux, Bernard, Aslan Han, Galata.	Constantinople, Turkey.
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Clocks and Watches.

Enriquez, Clemente, Importers	Baghdad, Turkey.
Etablissements Orosdi-Back, Importers.	Constantinople, Turkey.
Keystone Watch Case Co., Expor., Pickhuben. . .	Hamburg, Germany.
Montgomery, Ward & Co., Exporters.	Chicago, U. S. A.

Clothing (Ready Made.)

Schoucair & Kassis, Importers.	Beirut, Turkey.
Snellenburg Clothing Co., Exporters, Broadway and Wallace St.,	Philadelphia, U.S.A.

Coal.

Canchi, Fratelli, Importers	Salonika, Greece.
Molho, Isaac, Importer.	Salonika, Greece.
Pharaon & Fils, R., Importers.	Beirut, Turkey.

Reppen, Theo., Importer, Arabian Han.	Constantinople, Turkey.
Theodoridi & Co., Importers.	Braila, Roumania.

Collections.

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

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

Molho, Isaac, Importer.	Salonika, Greece.
Pecora Paint Co., Mfrs., & Exp., 4th & Venango Sts.	Philadelphia, U.S.A.
Vafiades, V., Importer.	Trebizond, Turkey.

Concrete Reinforcements.

The General Fireproofing Co., 395 Broadway.	New York, U. S. A.
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Commission Agents. — See General Importers and Exporters

Constructors & Contractors.

Afimus & Hacho.	Beirut, Turkey.
Aftalion, S. B., P. O. Box, No 57.	Roustchouk, Bulgaria.
Baroody, Murad.	Beirut, Turkey.
Barff, P. G. & Co.	Smyrna, Turkey.
Theodoridi & Co.	Braila, Roumania.

Copper.

Juda & Salmona, Importers.	Salonika, Greece.
Navarro, Isaac J., Importer.	Salonika, Greece.
Obégi & Co., Charles, Importers.	Aintab, Turkey.
Phelps, Dodge Co., Exporters, 99 John Str.	New York, U.S.A.
Picciotto & Co. Hillel, Importers	Aleppo, Turkey.
Shabandar, Mahmoud, Importer.	Baghdad, Turkey.
Warde, Naasan & Co., Importers.	Beirut, Turkey.

Cots.

The Hard Manufacturing Company.	Buffalo, N. Y., U.S.A.
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Cotton.

Aftalion, S. B., Importer, P. O. Box, No 57.	Roustchouk, Bulgaria.
Brazzofoli, Max, Exporter.	Mersina, Turkey.
Debbas, Jean, Exporter.	Tarsus, Turkey.
Lykiardopoulos Fils, A., Exporter	Mersina, Turkey.
Obégi & Co., Charles, Exporters.	Aintab, Turkey.
Simeonoglou, Aristides, Exporter	Adana, Turkey.
Warde, Naasan & Co., Exporters	Beirut, Turkey.

Cotton Goods.

Abdeni & Co., G.G., Importers	Aleppo, Turkey.
Aftalion, S. B., Importer, P. O. Box, No 57.	Roustchouk, Bulgaria.
Altendorf. Wright & Darr, Imp., Ralli Han No. 3-10, Stamboul	Constantinople, Turkey.
Audi & Co., B., Importers	Beirut, Turkey.
Avedikian Frères, Importers.	Smyrna, Turkey.

Baltazzi, Theo. S., Importer.	Smyrna, Turkey.
Bear Mill Mfg. Co., 120 Franklin St.	New York, U.S.A.
Berk, Püttmann & Co., Importers	Bagdad, Turkey.
Bozadjian, Mihran, Importer.	Adana, Turkey.
Coufopoulos, D. G., Alyanak Han 26, Stamboul.	Constantinople, Turkey.
Coûteaux, Bernard, Aslan Han, Galata.	Constantinople, Turkey.
Calinder, A., Importer.	Constantinople, Turkey.
Dobrowolsky & Co., Importers.	Salonika, Greece.
Elisha & Frères, Nessim, Importers.	Bagdad, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han	Constantinople, Turkey.
Enriquez, Clemente, Importer.	Bagdad, Turkey.
Etablissements Orosdi-Back, Importers.	Constantinople, Turkey.
Eustathopoulos, Nap. & Co., Imp., Arnopoulo Han.	Constantinople, Turkey.
Errera & Co., Ltd., Fils de G. A., Importers . . .	Salonika, Greece.
Féradian, K., Importer, Alyanak Han, No. 14-15.	Constantinople, Turkey.
Fils d'Abram Nahman, Importers	Salonika, Greece.
Gelat, Elias Thomas, Importer.	Jerusalem, Turkey.
Haddad, Elias And., Importer.	Beirut, Turkey.
Haldéopoulo, N. P., Importer.	Trebizond, Turkey.
Hammer & Hirzel, Importers, Buyuk Yeni Han.	Constantinople, Turkey.
Hassid & Co., A. M., Importers.	Salonika, Greece.
Hassid, Joseph Albert, Importer.	Salonika, Greece.
Hindié, Elias, Importer	Aleppo, Turkey.
Hochstrasser & Co., Importers	Trebizond, Turkey.
Hochstrasser & Co., Importers.	Samsoun, Turkey.
Jahiel, Isaak J., Importer.	Salonika, Greece.
Jeboury, Beytoun, Importer	Bagdad, Turkey.
Juda & Salmona, Importers.	Salonika, Greece.
Kabbaz & Co., P. A., Importers.	Aleppo, Turkey.
Klonski, A. H., Importer.	Hebron, Turkey.
Lebet Frères & Co., Importers, Germania Han.	Constantinople, Turkey.
Maghak, Fathalla D., Importer.	Bagdad, Turkey.
Manachy, Lorenzo Y., Importer.	Aleppo, Turkey.
Marcantonakis & Manoussakis.	Candia, Crete, Greece.
Manuelian & Co., H., Importers.	Mersina, Turkey.
Messayeh, Joseph J., Importer.	Bagdad, Turkey.
Morpurgo, Moise, Importer.	Salonika, Greece.
Mouradian, Kevork, Importer, Stamboul.	Constantinople, Turkey.
Panayotoglou, Avraam V., Importer, Serai-Emir.	Teheran, Persia.
Peristiany & Frères, J. Th., Importers	Alexandretta, Turkey.
Philippou, A., Importer	Yanina, Greece.
Picciotto & Co., Hillel, Importers	Aleppo, Turkey.
Prodromides, K.	Mersina, Turkey.
Salloum, Helou & Co., Importers	Beirut, Turkey.
Saporta & Baraha, Corentin, Importers	Salonika, Greece.
Sasoon & Co., David, Importers.	Bagdad, Turkey.
Sciaky, V. & Co., Importers.	Salonika, Greece.
Schuep & Co., Importers.	Aleppo, Turkey.
Sirgi, M., & Co., Importers.	Beirut, Turkey.
Stevens & Co., J. P., Exp., 23 & 22 Thomas St.	New York, U.S.A.
Frost & Cundill, Inc., Exporters, 64, Wall St. . .	New York, U.S.A.
Tchilinguirian, S., Imp., 42/3, Germania Han.	Constantinople, Turkey.
Tiano, Henri, Importer.	Salonika, Greece.
Vafiadachi, M. & A., Importers.	Smyrna, Turkey.
Varbetian, L. & L., Importers.	Smyrna, Turkey.
Wellington, Sears & Co., 93 Franklin Street . . .	Boston, U.S.A.

Zarifi, L, Importer, Hagopian Han, Galata.	Constantinople, Turkey.
Zelveian, M. & K. S, Importers.	Mersina, Turkey.

Cotton Seed Oil.

Aftalion, S. B., Importer, P. O. Box, No. 57.	Roustchouk, Bulgaria.
Altendorf, Wright & Darr, Importers, Ralli Han.	Constantinople, Turkey.
Amar & Co., S., Importers, Validé Sultan Han.	Constantinople, Turkey.
American Cotton Oil Co., Exp., 27, Beaver Street.	New York, U.S.A.
Aspegren & Co., Exporters, Produce Exchange.	New York, U.S.A.
Cariciopoulo, Marc C, Importers, Ibrahim Rifaat Pasha Han, Galata	Constantinople, Turkey.
Christofa, Apostole P. II., Importer.	Mitylene, Greece.
Coufopoulos, D. G., Alyanak Han, Stamboul.	Constantinople, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han.	» »
Eustathopoulos & Co., Importers, Arnopoulo Han, Stamboul	» »
Féradian. K., Importer, Alyanak Han, No. 14-15.	» »
Fils d'Abram Nahman, Importers	Salonika, Greece.
Fulias & Co., Importers, Omer Abid Han, Galata.	Constantinople, Turkey.
Frost & Cundill, Inc., Exporters, 64 Wall Street.	New York, U. S. A.
Hammer & Hirzel, Importers, Buyuk Yeni Han.	Constantinople, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Keller, E., Theodor, Mgr. Fulias & Co., Importer.	Athens, Greece,
Lebet Frères & Co. Imp. Germania Han, Stamboul.	Constantinople, Turkey.
Louisville Cotton Oil Co., Mfrs & Exporters	Louisville, Ky., U.S.A.
Manachy, Lorenzo Y, Importer.	Aleppo, Turkey.
Marcopoli & Co., V., Importers	Alexandretta, Turkey.
Millioris, François, Imp., Nomico Han 23, 24, Galata.	Constantinople, Turkey.
Modiano F., Co., Importers.	Salonika, Greece.
Molho, Isaac, Importer.	Salonika, Greece.
Navarro, Em. Is., Importer.	Salonika, Greece.
Pharaon, Issa, Schoucair & Co., Importers	Beirut, Turkey.
Procter & Gamble Co., Exporters.	Cincinnati, Ohio, U.S.A.
Rousso & Danon, Importers, Djelal Bey Han.	Constantinople, Turkey.
Sarantis Frères, Importers, Omar Abid Han.	Constantinople, Turkey.
Sciaky, V., & Co., Importer.	Salonika, Greece.
Frost & Cundill, Inc. Exporters, 64, Wall Street.	New York, U.S. A.
Tasartez & Barzilāi, Importers, Tohafdji Han.	Constantinople, Turkey.
Tchilinguirian, S., Imp., 42, 3 Germania Han.	Constantinople, Turkey.
Tiano, Henri, Importer	Salonika, Greece.
Xanthos, C, Importer.	Salonika, Greece.

Cotton Seed Oil Mill Machinery

Sprout, Waldron & Co., Mfrs. & Exporters.	Muncy, Pa., U.S.A.
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Cotton Yarn.

Abdeni & Co, G. G., Importers.	Aleppo, Turkey.
Audi & Co., B., Importers.	Beirut, Turkey.
Baltazzi, Theo. S, Importer.	Smyrna, Turkey.
Bedsussan, Fils de Samuel J., Importer & Exporter.	Salonika, Greece.
Errera & Co., Fils de G. A., Importers.	Salonika, Greece.
Hindié, Elias, Importer	Aleppo, Turkey.
Mosseri, Albert, Importer	Salonika, Greece.
Mouradian, Kevork, Importer, Stamboul.	Constantinople, Turkey.

Peristiany & Co , T. John, Importers.	Alexandretta, Turkey.
Simeonoglou, Aristides, Exporter	Adana, Turkey.
Tchilinguirian, S., Imp., 42, 3 Germania Han.	Constantinople, Turkey.

Cribs.

The Hard Manufacturing Company.	Buffalo, N.Y., U.S.A.
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Currants.

Cremidi Bros., Exporters.	Patras, Greece.
Hancock & Wood, Exporters	Patras, Greece.

Customs House Brokers.

Curmusi, Theo. N., Tchিনি Rihtim Han, Galata.	Constantinople, Turkey.
Khouri, G. & A. Farrah	Beirut, Turkey.

Decoration (Interior).

Psalty Geo J., Rue Kabristan, Péra	Constantinople, Turkey.
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Dental Supplies

Alexiou Thanos, Importer 18 B Châteaubriand Str.	Athens, Greece.
Spyrides, Const., Importer.	Athens, Greece.
White Dental Mfg. Co., The S. S., Mfrs. & Exporters, 12th & Chestnut Sts.	Philadelphia, U. S. A.

Department Stores

Buffalo Specialty Company, 375 Ellicott Street.	Buffalo, N. Y., U.S.A.
Etablissements Orosdi-Back.	Constantinople, Turkey.
Melki & Menassah.	Beirut, Turkey.
Montgomery, Ward & Co.	Chicago, Ill., U.S.A.

Draperies.

Audi & Co., B., Importers	Beirut, Turkey.
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Drugs and Pharmaceutical Products.

Audi & Co., B., Importers	Beirut, Turkey.
Curtis & Brown Mfg. Co., Exprs., 215-217, Fulton St.	New York, U S. A.
Fellows Co., The, Manufacturers, 26 Christofer St.	New York, U.S.A.
Frost & Cundill, Inc., Exporters, 64 Wall Street.	New York, U.S.A.
Hannania, Joseph, Importer.	Bagdad, Turkey.
Juda & Salmona, Importers	Salonika, Greece.
Mourad Bey Baroudi, Importer.	Beirut, Turkey.
Mulford Co., H. K., Exporters, 428 S. 13th St.	Philadelphia, U. S. A.
Orosdi-Back, Etablissements, Importers	Constantinople, Turkey.
Philadelphia Quartz Co., Exporters, 121 S. 3d St.	Philadelphia, U. S. A.
Sirgi, M., & Co., Importer	Beirut, Turkey.
Spyrides, Const., Importer.	Athens, Greece.
Velissarides & Co., E. J., Importer	Trebizond, Turkey.
West Electric Hair Curler Co , 45 S. Front St.	Philadelphia, U. S. A.

Druggists' Sundries.

Baroody, Murad, Importer	Beirut, Turkey.
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Dry Goods.

Melissinos, Bernard, Importer.	Pireaus, Greece.
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Dyes.

Muller, Ch. F., Importer, 29 Apollo Str.	Athens, Greece.
Schuep & Co., Importers	Aleppo, Turkey.

Earth Handling Machinery.

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

Electrical Machinery and Supplies.

Balladur, Chas. P., Importers. Smyrna, Turkey.

Electric Traveling Cranes.

Niles-Bement-Pond Co., Exporters, 111 Broadway. New York, U.S.A.

Electrical Supplies.

Aperguis & Co., N. A., Imp., Bahtiar Han, Galata. Constantinople, Turkey.
 "Gradiwo," Société Commerciale par Actions, Imp. Varna, Bulgaria.
 Johns-Manville Co., H. W., New York, U. S. A.
 Société Hellénique d'Electricité Athens, Greece.
 Western Electric Co., Exporters New York, U.S.A.

Elevators.

Essayan & Frères, Hagop, Importers. Constantinople, Turkey.

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

Avedikian Frères, Importers Smyrna, Turkey.
 Avery Co., Exporters. Peoria, Ill., U.S.A.
 Farquhar & Co., A. B., Mfrs. & Exp., Cotton Ex Bldg. New York, U. S. A.
 Holt Caterpillar Co., Mfrs. & Exp., 50 Church St. New York, U.S.A.
 International Harvester Co., Mfrs. & Exporters. Hamburg, Germany.
 Southwark Foundry & Machine Co., Exporters. Philadelphia, U. S. A.
 Standard Gas Engine Co., Mfrs. & Exprs. San Francisco, U.S.A.
 Waterloo Gasoline Engine Co., Exprs., Waterloo, Iowa, U. S. A.
 Wichita Falls Motor Co., Mfrs & Exprs.. Wichita Falls, U.S.A.
 Wilcox, McKim Company, Exporters Saginaw, Mich., U. S. A

Engineering.

Aperguis & Co., N. A., Bahtiar Han, Galata. Constantinople, Turkey.
 Aftimus & Hacho. Beirut, Turkey.
 Chirin, Leon, Kenadjian Han, 3, Stamboul. Constantinople, Turkey.

Expanded Metal.

The General Fireproofing Company, 395 Broadway. New York, U. S. A.

Feed Milling Machinery

Sprout, Waldron & Co , Mfrs., & Exporters. Muncy, Pa., U. S. A.

Feed Stuffs.

Corn Products Refining Co, Exporters : New York, U. S. A.

Fennel Seed.

Scialom, Albert & Co., Exporters Salonika, Greece.

Firearms and Ammunition.

Coenca Frères, Importers. Constantinople, Turkey.
 Picciotto & Co., Hillel, Importers Aleppo, Turkey.

Fire Engine Trucks.

Wichita Falls Motor Co., Mfrs. & Exprs., . . . Wichita Falls, U.S. A.

Fire Extinguishers.

Johns-Manville, H. W., Co., Exporters. New York, U. S. A.

Fittings.

Devlin Mfg. Co.; Thos., Exporters. Philadelphia, U. S. A.
 Flagg, Stanley G., Mfr. & Exporter. Philadelphia, U. S. A.

Fish (Dried, Salted).

Hancock & Wood, Importers Patras, Greece.

Flooring.

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

Flour.

Barcoulis, S., Importer. Constantinople, Turkey.
 Capayannides, G., Importer, Trebizond »
 Cariciopoulo, Marc C., Importer, Galata . . . Constantinople, Turkey.
 Coûteaux, Bernard, Aslan Han, Galata . . . Constantinople »
 Eckhardt & Co., John W., Exporters. Chicago, U. S. A.
 Fènerdjian, A.M., & Co., Impr., St. Pierre Han, G. Constantinople, Turkey.
 Filippakis, Geo. Is., Manufacturer. Adalia, »
 Fils d'Abram Nahman, Importers. Salonika, Greece
 Hadjopoulo & Sperco, Inc., Exporters. New York, U. S. A.
 Hassid & Co., A. M., Importers. Salonika, Greece.
 Jahiel, Isak J., Importer. Salonika, »
 Kouyoumdjian, Khosrov, Importer. Bagdad, Turkey.
 Modiano, F., & Co., Importers. Salonika, Turkey.
 Molho, Isaac, Importer. Salonika, Greece.
 Shiaky, V. & Co., Importer. Salonika, »
 Slocum, Avram & Slocum, Exp., 30 Church St., New York, U. S. A.
 Vrioni, D. Pan., Importer, 4 Dephes Str. . . . Athens, Greece.

Flour Milling Machinery.

Balladur. Chas. P., Importers. Smyrna, Turkey.
 Sprout, Waldron & Co., Exporters. Muncy, Pa., U.S.A.

Fountain Pens.

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

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

Asfar & Co., Date Packers & Exporters. Bagdad Turkey.
 Austro-Oriental Trading Co Ltd., Exporters . . Bagdad, »
 Barff & Co. Ltd, P. G., Exporters. Smyrna, »
 Cherry, Louis D., Importer, 52 S. 60th St . . . Philadelphia, U.S.A.
 Coënca Frères, Exporters. Constantinople, Turkey.
 Eustratiades, Alex. N., Exporter Smyrna, Turkey.
 Georgiadès & Co, Exporters. » »
 Habicht, Braun & Co. Imp., Hudson & Laight St. New York, U.S.A
 Hadjopoulo & Sperco, Inc., Imp., 29 Broadway . New York, U.S.A.

Hochstrasser & Co., Exporters	Samsoun, Turkey.
» » » »	Trebizond, »
Jaburg Brothers, Importers, 1-2 Worth Street.	New York, U.S.A.
Klonski, A. H., Exporter.	Hebron, Turkey.
Maghak, Fathalla D., Exporter	Bagdad, »
Marcantonakis & Manoussakis, Exporters.	Candia, Crete, Greece.
Mégarbané, G. H., Exporter.	Aintab, Turkey.
Mégarbané & Fils, Habib, Exporters	Aleppo, »
Messayeh, Joseph J., Exporter.	Bagdad, »
Missir & Co., Exporters	Smyrna, »
Pastene & Co., Inc., Importers.	New York, U.S.A.
Reggio & Co., Ant., Exporters.	Smyrna, Turkey.
Reggio, Abel, 105, Hudson Street, Agents.	New York, U.S.A.
Schamasch, Gourgie & Co., Exporters	Bagdad, Turkey.
Shabandar, Mahmoud, Exporter.	» »
The Levant Products Trading Co., Importers.	New York, U.S.A.
Warde, Naasan & Co., Exporters	Beirut, Turkey.
Wönckhaus & Co., Robert, Exporters of Dates	Bagdad, Turkey.

Furniture.

Karpen & Bros., Mfrs & Exprs, 37th. St. & B'way.	New York, U.S.A.
Lambichi, M. E., Importer.	Smyrna, Turkey.
Montgomery, Ward & Co., Exporters	Chicago, U.S.A.
Nahmias, Samuel et Fils, Importers.	Salonika, Greece.
Psalty, Geo. J., Mfr. & Importer, R. Kabristan.	Constantinople, Turkey.
Sioufi, Elie, Manufacturer	Beirut, Turkey.
Tagger, J. H., Importers	Jaffa & Jerusalem, Turkey.
Wilcox, McKim Company, Exporters.	Saginaw, Michig., U.S.A.

Galvanized Sheet Metals.

United States Steel Products Co., Exporters.	New York, U.S.A.
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Glass.

Friedmann & Fils, J.R., Importers	Constantinople, Turkey.
Navarro, Isaac J., Importer.	Salonika, Greece.
Sayeg Frères, Importers	Beirut, Turkey.
Vafiades, V., Importer.	Trebizond, Turkey.

General Exporters and Importers.

Abdeni & Co.	Aleppo, Turkey.
Abramowitz, Leon P.	Bucharest, Roumania.
Aftalion, S. B., P. O. Box, No 57.	Roustchouk, Bulgaria.
Aliferis, G., 37 Praxiteles Street	Athens, Greece.
H. A. Arabian, Moustafa Pacha Han, Stamboul.	Constantinople, Turkey.
Asfar & Co.	Bagdad, Turkey.
Assa, Salomon H., Sarioglou Han, Stamboul.	Constantinople, Turkey.
Audi & Co., B.	Beirut, Turkey.
Austro-Oriental Trading Co. Ltd.	Bagdad, Turkey.
Baldwin, Theo. A.	Brusa, Turkey.
Banning Hubert, 17 E. 128th St.	New York, U.S.A.
Banque Commerciale de Palestine	Jerusalem, Turkey.
Barcoulis, S., Arnopoulo Han, 5-6, Stamboul.	Constantinople, Turkey.
Bensussan, Fils de Samuel J.,	Salonika, Greece.

Benveniste, Haim & Albert.	Salonika, Greece.
Berk, Püttmann & Co	Bagdad, Turkey.
Capayannides, G.	Trebizond, Turkey.
Chamarakis, E. D.	Rethymno, Crete, Greece.
Cofinas, G. N., 37 Praxiteleus Str.	Athens, Greece.
Coutopoulos, D. G., Alyanak Han, Stamboul	Constantinople, »
Demaras Brothers.	Athens, Greece.
Dizengoff, M.	Jaffa, Turkey.
Eustratiades, Alex. N.	Smyrna, Turkey.
Fenerdjian, A.M., & Co, St.Pierre Han, N.17, Gal.	Constantinople, Turkey.
Féradian, K, Alyanak Han, No. 14-15, Stamboul.	» »
Fils d'Abram Nahman	Salonika, Greece.
Fitzio, Alex, General Importer, Hermes Street.	Athens, Greece.
Gelat, Elias Thomas.	Jerusalem, Turkey.
Frost & Cundill, Inc., Exporters, 65 Wall Street.	New York, U. S. A.
"Gradivo," Société Commerciale par Actions	Varna, Bulgaria.
Haldéopoulo, N. P.	Trebizond, Turkey.
Hancock & Wood	Patras, Greece.
Hindié, Elias	Aleppo, Turkey.
Hindié Frères.	Aleppo, Turkey.
Hochstrasser & Co.	Trebizond, Turkey.
» »	Samsoun, »
Jahiel, Isaac J.	Salonika, Greece.
Keller, E. Theodor, Mgr. of Fulias & Co.	Athens, Greece.
Krönig, Hermann, Commission Agent. Roustchouk,	Varna, Philippople, Sofia.
Manachy, Lorenzo Y.	Alexandretta, Turkey.
Marcantonakis & Mannoussakis	Candia, Crete, Greece.
Marcopoli & Co., V.	Alexandretta, Turkey.
Melissinos, Bernard	Piraeus, Greece.
Muller Ch., F., Importer, 29 Apollo Street.	Athens, Greece.
Nemli Zadé Frères.	Trebizond, Turkey.
Panayotoglou, Avraam V., Seraï-Emir.	Teheran, Persia.
Philaretos, C. G. & Co., 1 A Sophocles Street.	Athens, Greece.
Peristiany & Co, J. Th.	Alexandretta, Turkey.
Politakis, E. P., Anaxagora Street.	Athens, Greece.
Phostiropoulo Frères,	Trebizond, Turkey.
Prodromides, K,	Mersina, Turkey.
Reppen, Theo, Arabian Han, Galata.	Constantinople, Turkey.
Rindelaub, Robert C., Dilsiz Zadé Han.	Constantinople, »
Sasoon & Co, David.	Bagdad, »
Schapira, J. M., 21 Rue Colocotroni.	Athens, Greece.
Shabender, Mahmoud.	Bagdad, Turkey.
Sirgi, M. & Co.	Beirut, Syria.
Spathopoulo Frères, P.,	Kerassund, Turkey.
Spike, Clarence H., 143 Federal Street	Boston, U. S. A.
Stassinopoulo, S. A.	Smyrna, Turkey.
Tatian, A., 23 Central St., Room 8	Boston, U. S. A.
Tchilinguirian, S., 42/3 Germania Han.	Constantinople, Turkey.
Tenant, Sons, & Co, C., 100 William St.	New York, U. S. A.
Tiano, Henri.	Salonika, Greece.
The American Advertising Co.	Constantinople, Turkey.
The Commercial Bank of Greece,	Athens, Greece.
Velissarides, E. J., & Co.	Trebizond, Turkey.
Vimos Brothers, 29 Nikis Street	Athens, Greece.
Vrioni, Pan. D, 4, Dephes Street.	Athens, »
Vassiliou, Pittacos.	Mitylene, »

Wilcox McKim Company.	Saginaw, Mich., U.S.A.
Wönckhaus & Company, Robert.	Bagdad, Turkey.
Zeppos, P., Pesmazoglou Street.	Athens, Greece.

Glucose.

Corn Products Refining Co., Exporters	New York, U. S. A.
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Glue Stock.

Spike, Clarence H., Importer, 143 Federal St.	Boston, U. S. A.
Foerderer, Robert H., Importer, Frankford.	Philadelphia, U. S. A.

Government Contractors.

Altendorf, Wright & Darr, Ralli Han, No 3—10.	Constantinople, Turkey.
Avigdor, N. S., Inayet Han.	Constantinople, »
Cofinas, G. N., 37 Praxiteles Street.	Athens, Greece.
Essayan & Frères, Hagop.	Constantinople, Turkey.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata,	Constantinople, »
Friedmann & Fils, J.R., Rue Yenidjami No. 7.	Constantinople, »
Hecht, Emil, Khorassandji Han, Stamboul	Constantinople, »
Langdon, J. D., Naval Contractor	Smyrna, »
Vrioni, Pan., D., Importer, 4 Dephes Street.	Athens, Greece.
Zeppos, P., Pesmazoglou Street.	Athens, Greece.

Grain & Cereals.

Sciaky, Salomon J., Exporter.	Salonika, Greece.
Kouyoumdjian, Khosrov, Exporter	Bagdad Turkey.
Simeonoglou, Aristides, Exporter.	Adana, Turkey.
Stringos, I., Importer.	Piraeus, Greece.
Wönckhaus & Co., Robert, Exporters	Baghdad, Turkey.
Xanthos, C., Exporter.	Salonika, Greece.

Groceries.

Cacoulides, Gr., N., Exporter	Trebizond, Turkey.
Capayannides, G., Importer	Trebizond, »
Errera, Isaac G., Importer	Salonika, Greece.
Fustathopoulo & Co., Importers.	Constantinople, Turkey.
Goldberg, Tewel, Importer.	Jerusalem, »
Habicht, Braun & Co., Hudson & Laight Sts.,	New York, U.S.A.
Hanania, Joseph, Importer.	Baghdad, Turkey.
Hindié Frères, Importers.	Aleppo, Turkey.
Hochstrasser & Co., Exporters.	Trebizond, Turkey.
Iahiel, Isaac, Importer.	Salonika, Greece.
Jaburg Brothers, Importers, 1-2 Worth Street.	New York, U.S.A.
Juda & Salmona, Importers.	Salonika, Greece.
Koukaz & Zaloom, Exporters (Syrian Provisions).	Beirut, Turkey.
Leslie & Co., John E., Imp., 51-53 East, Lake S.	Chicago, U. S. A.
Mahokian, A., Exporter	Trebizond, Turkey.
Millioris, François, Imp, Nomico Han 23, 24, Galata.	Constantinople, Turkey.
Navarro, Emmanuel Is., Importer.	Salonika, Greece.
Nemli Zadé Frères, Importers.	Trebizond, Turkey.
Pastene & Co., Imp., 148-150, Franklin Street.	New York, U.S.A.

Rindelaub, Robert C., Imp., Dilsiz Zadé Han.	Constantinople, Turkey.
Sevastopoulo, A. D., Importer.	Constantinople, »
Tagger, J. H., Importer,	Jaffa & Jerusalem, Turkey.
Xanthos, C., Exporter.	Salonika, Greece.

Gum Mastic.

Scialom, Albert & Co., Exporter, Rue Victor Hugo.	Salonika, Greece.
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Gum Tragacanth.

Abdul Kader Pacha El-Khedery, Exporter.	Bagdad, Turkey.
Berk, Püttman & Co., Exporters	Bagdad, »
Beythoum, Jeboury, Exporter.	Bagdad, »
Bozadjian, Mihran, Exporter.	Adana, »
Barazzafolli, Max, Exporter	Mersina, »
Chachaty Frères, Exporters.	Mersina, »
Essefian, Parsegh G., Exporter	Constantinople, Turkey.
Elisha & Frères, Nessim, Exporters.	Bagdad, Turkey.
Gulbenkian Bros. & Co., Exporters.	Constantinople, Turkey.
Holstein, Hermann A., Exp., Allalemdji Han.	Constantinople, »
Kevork Skender, K. & D, Exporters.	Bagdad, »
Maghak, Fathalla D., Exporter.	» »
Manachy, Lorenzo V., Exporter.	Aleppo, »
Manuelian & Co., H., Exporters.	Mersina, »
Naccache & Fils, Ibr., Exporters.	Mersina, »
Rappaport, J. M., Importer, 140 Nassau Street.	New York, U.S.A.
Zelvéian, M. & K. S., Exporters.	Mersina, Turkey.

Guts (Sausage Casings).

Abdul Kader Pacha El-Khedery, Exporter.	Bagdad, Turkey.
Arsen & Co., A. G., Exp., Gulbenkian Han.	Constantinople, Turkey.
Berk, Püttmann & Co., Exporters.	Bagdad, Turkey.
Essefian, Parsegh G., Exporter.	Constantinople, Turkey.
Hecht, Emil, Exp., Khorassandji Han, Stamboul.	Constantinople, »
Kevork Skender, K. & D., Exporter.	Bagdad, Turkey.
Nemli Zadé Frères, Exporters.	Trebizond, Turkey.
Schamasch, Gourgie & Co., Exporters	Bagdad, »
Selian, R. B., Exporter.	Mersina, »
Spike, Clarence H., Importer, 143 Federal Street.	Boston, U.S.A.
Tagger, J. H., Exporter.	Jaffa, & Jerusalem, Turkey
Zarifi, L., Exporter, Hagopian Han, Galata.	Constantinople, »

Hair Curlers.

West Electric Hair Curler Co., 45 S. Front St.	Philadelphia, U.S.A.
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Hair (from Goatskins).

Foerderer, Robert H., Inc., Importer, Frankford	Philadelphia, U.S.A.
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Hardware and Tools.

Altizoglou Fils, I., Importers	Mersina, Turkey
Aperguis & Co., N. A., Imp., Bahtiar Han, Galata.	Constantinople, Turkey.
Bedrossian, Aram N., Imp., Kutchuk Millet Han.	Constantinople, Turkey.
Berk, Püttmann & Co., Importers.	Bagdad, Turkey.

Buffalo Specialty Co., Exp., 375 Ellicott Street.	Buffalo, N. Y., U.S. A.
Cariciopoulo, Marc C., Importer, Galata.	Constantinople, Turkey.
Devlin Mfg. Co., Thos., (Carriage & Saddlery Hardware).	Philadelphia, U.S.A.
Disston & Sons, Henry, P.O.B. 1537.	» »
Dizengoff, M., Importer	Jaffa, Turkey.
Enriquez, Clemente, Importer	Bagdad, Turkey.
Enterprise Mfg. Co., The, Mfrs. & Exporters.	Philadelphia, U. S. A.
Errera & Co., Fils de G. A., Importers.	Salonika, Greece.
Fenerdjian, A. M., & Co., St Pierre Han, Galata.	Constantinople, Turkey.
"Gradiwo" Soc. Commerciale par Actions, Imp.	Varna, Bulgaria.
Hammer & Hirzel, Imp., Buyuk Yeni Han	Constantinople, Turkey.
Hassid & Co., A. M., Importers.	Salonika, Greece.
Kaul, Wilhem Franz, Importer.	Afion-K.-Hissar, Turkey.
Lambichi, M. E., Importer.	Smyrna, Turkey.
Manachy, Lorenzo Y., Importer	Aleppo, »
Modiano, F., & Co., Importers.	Salonika—Smyrna.
Mc Caffrey File Co., Mfrs. & Exp, 5th & Berk St.	Philadelphia, U.S.A.
Miller Lock Co., Mfrs. & Exporters.	» »
Montgomery, Ward & Co., Exporters.	Chicago, U.S.A.
National Specialty Mfg. Co., Exporters.	Philadelphia, U.S.A.
North Bros. Manufacturing Co., Exporters.	Philadelphia, U.S.A.
Oro-di-Back, Etablissements, Importers.	Constantinople, Turkey.
Peristiany & Co., J. Th, Importers.	Alexandretta, »
Philaretos, C. G., & Co., Importers.	Athens, Greece.
Plumb, Fayette R., Mfr. & Exp., Bridesburg, P. O.	Philadelphia, U S A.
Roditi, A, Importer, Tarakdjilar, Ekberie Han.	Constantinople, Turkey.
Sayeg Frères, Importers.. . . .	Beirut, Turkey.
Schamasch, Gourgie & Co., Importers	Bagdad, »
Schapira, J. M., Importer, 21 Colocotroni Street.	Athens, Greece.
Schuep & Co., Importers.	Aleppo, Turkey.
Shabender, Mahmoud, Importer.	Bagdad, »
Tiano, Henri, Importer.	Salonika, Greece.
Vafiades, V., Importer.	Trebizond, Turkey.
Werner, Albert, Importer, Arabian Han, Galata.	Constantinople, Turkey.

Harness and Leather Goods

Birch, James H., Mfr. & Exporter.	Burlington, N.Y., U.S.A.
Studebaker Corporation, The, Mfrs., Exporters.	South Bend, Ind., U.S.A.
Sechler & Co., The, Mfrs. & Exporters	Cincinnati, Ohio, U S A.

Hats (Felt)

Stetson Co., John B, Exporter.	Philadelphia, U.S.A.
Vimos Brothers. 29 Nikis Street.	Athens, Greece.

Hooks and Eyes.

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

Daoud & Abdo, Importers.	Beirut, Turkey.
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House Furnishings.

Buffalo Specialty Co., Exporters.	Buffalo, N. Y., U.S.A.
Lazzaro Franco & Fils, Importers, Stamboul.	Constantinople, Turkey.
Yonidès, P., Spiro, Maison Louvre, Péra.	Constantinople, Turkey.

Household Utensils.

Hoosier Mfg. Co., The, Exporters.	New Castle, Ind., U.S.A.
National Specialty Manufacturing Co., Exporters.	Philadelphia, U.S.A.
North Bros Manufacturing Co., Exporters . .	Philadelphia, U.S.A.
Velissarides, E. J., & Co., Importers.	Trebizond, Turkey.
Yoanidès, Spiro, Maison Louvre, Pera	Constantinople, Turkey.

Hydraulic Lime

Sayegh Frères, Importers	Beirut, Turkey.
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Importers (General).

Altendorff, Wright & Darr, Ralli Han 3—10. . .	Constantinople, Turkey.
Amar & Co., S., Validè Sultan Han.	» »
Audi & Frères, S.	Beirut, Turkey.
Cariciopoulo, Marc C., 12 Ibrahim Rifaat Pacha Han.	Constantinople, Turkey.
Cherry, Louis D., Importer, 52 S. 60th St. . .	Philadelphia, U.S.A.
Dobrowolsky & Co.	Salonika, Greece.
Farwagi & Fils, E.	Jaffa, Turkey.
Haddad, Elias And	Beirut, »
Jaburg Bros., 1 & 3 Worth Str.	New York, U.S.A.
Kermektchieff. A. C.,	Sofia, Bulgaria.
Khouri, Farra, G. & A.	Beirut, Turkey.
Koukaz & Zaloom.	» »
Kuebler, Jona.	Jaffa, Turkey.
C. Laughton & C., 42 Perchembé Bazar, Galata.	Constantinople, Turkey.
Lebet Frères & Co., Germania Han, Stamboul. .	» »
Leslie & Co., John E.	Chicago, U.S.A.
Lévy, Juda Gabriel.	Yanina, Greece.
Mossery, Albert.	Salonika, Greece.
Pastene & Co., Inc., P.	New York, U.S.A.
Picciotto & Co., Hillel.	Aleppo, Turkey.
Rappaport, J. M., 140 Nassau St.	New York, U.S.A.
Roussou & Danon, Djelal Bey Han, No 18. . .	Constantinople, Turkey.
Sayegh Frères.	Beirut, Turkey.
Schuep & Co.	Aleppo, Turkey.
Sirgi & Co., M.	Beirut, »
Tennant Sons & Co., C., 100 William St. . . .	New York, U.S.A.
Trad, P. & M,	Beirut, Turkey.

Insurance Agents.

Aligranti, Victor, Yeni Han, Sirkedji, Stamboul.	Constantinople, Turkey.
Chamarakis, E. D	Rethymno, Crete, Greece.
Compte-Calix & J.G. Saverio.	Constantinople, Turkey.
Eustratiades, Alexandre N.	Smyrna, »
Farwagi & Fils, E.,	Jaffa, »
Fenerdjian, A. M., & Co., 8, 9, Sadikié Han. . .	Constantinople, »
Filipakis, Geo. Is.	Adalia, »
Gelat, Elias Thomas, Fire, Life & Accident. . .	Jerusalem, »
Ghiolman Bros., Constitution Square.	Athens, Greece.
Gresham, Life Assurance Society Ltd The, . . .	Constantinople, Turkey.
Keller. Theodor E., Mgr. Fulias & Co.	Athens, Greece.
Kuebler, Jona.	Jaffa, Turkey.
Levin, Alter.	Jerusalem, Turkey.
Mitrani Salomon, (Mutual Life of New York) . .	Constantinople, Turkey.
Molho, Isaac.	Salonika, Greece.
Morpurgo, Moise	» »

Panayotoglou, Avraam V., Seraï-Emir.	Teheran, Persia.
Philippou, A.	Janina, Greece.
Prodromides, K.	Mersina, Turkey.
Varbetian, L. & L.	Smyrna, Turkey.

Iron & Steel.

Altitzoglou & Fils, J., Importers	Mersina, Turkey.
Avedissian & Kechichian, Importers	Adana, »
Bedrossian, Aram N., Imp., Kutchuk Millet Han.	Constantinople, Turkey.
Brazzafolli, Max, Importer.	Mersina, Turkey.
Capayannides, G., Importer.	Trebizond, »
Essayan & Frères, Hagop, Importers.	Constantinople, Turkey.
Haldéopoulo, N. P., Importer.	Trebizond, Turkey.
Hochstrasser & Co., Importers	» »
» » » »	Samsoun, »
Navarro, Isaac J., Importer	Salonika, Greece.
Nemli Zadé Frères, Importers.	Trebizond, Turkey.
Prodromides, K.,	Mersina, »
Roditi, A., Importer, Tarakdjilar, Ekbérié Han . . .	Constantinople, Turkey.
Trussed Concrete Steel Co., Exporters	Detroit, U.S.A.
United States Steel Products Co., Exporters.	New York, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata.	Constantinople, Turkey.

Jewelry.

Errera & Co., Fils de G. A., Importers.	Salonika, Greece.
Macdonald & Co., R. B., Mfrs. & Exporters.	Attleboro, Mass., U.S.A.

Kitchen Cabinets.

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

Abdo Bros., George, Exporters.	Beirut, Turkey.
Audi & Frères, S., Manufacturers & Exporters.	» »
Elias Abu Samra & Fils, Exporters	» »
Farah, F. G. & S., Mfrs. & Exporters.	» »
Gelat, Elias Thomas, Exporter.	Jerusalem, Turkey.
Koukaz & Zaloom, Exporters	Beirut, Turkey.
Megarbané, G. H., Exporter	Aintab, »
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han.	Constantinople, Turkey.
Sadullah, R. Levy & Mandil, Exporters.	Constantinople, Turkey.

Land Brokers.

American Advertising Co., 45, Rue Kabristan, Pera.	Constantinople, Turkey.
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Land Owners.

Kouyoumdjian, Khosrov	Baghdad, Turkey.
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Leather.

Abdeni & Co., G.G., Importers.	Aleppo, Turkey.
Altendorf, Wright & Darr, Importers	Constantinople, Turkey.
Angel & Co, David, Importers.	Salonika, Greece.
Berk, Püttmann & Co., Importers.	Baghdad, Turkey.

Beythoum, Jeboury, Importer.	Beirut, Turkey.
Cofinas, G. N., Importer, 37 Praxiteleus Street.	Athens, Greece.
Coûteaux, Bernard, Aslan Han, Galata.	Constantinople, Turkey.
Elkiatib, Salim, Importer, Elkiatib Han.	» »
Enriquez, Clemente, Importer.	Bagdad, »
Eustathopoulo, & Co., N., Importers.	Constantinople, »
Féradian, K., Importer, Alyanak Han.	» »
Fils d'Abram Nahman, Importers	Salonika, Greece.
Foerderer, Inc., Robert H., Mfrs. & Exp., Frankford.	Philadelphia, U. S. A.
Fulias & Co., Importers, Omer Abid Han, Galata.	Constantinople, Turkey.
Haddad, Elias And., Importer.	Beirut, Turkey.
Kabbaz & Co., P.A., Importers.	Aleppo, Turkey.
Lawrence, A. C., Leather Co.	Boston, Mass, U. S. A.
Lebet Frères & Co., Importers, Germania Han . .	Constantinople, Turkey.
Maulwurf, Ed., Importer & Exporter.	Salonika, Greece.
Matteosian, Vahan H., Imp., Am Bible House . .	Constantinople, Turkey.
Matthews & Co., C. J., Mfrs. & Exporters	Philadelphia, U. S. A.
McNeely & Price, Manufacturers and Exporters.	Philadelphia, U. S. A.
Millioris, François, Importer, Nomico Han. . . .	Constantinople, Turkey.
Modiano, F., & C.	Smyrna—Salonika.
Muller, Ch. F. Importer, 29 Apollo Street. . . .	Athens, Greece.
Peristiany & Co., J. Th., Importer.	Alexandretta, Turkey.
Pharaon, Issa, Schoucair & Co., Importers . . .	Beirut, . . . »
Rouso & Danon, Importers, Djelal Bey Han . .	Constantinople, »
Sarantis Frères, Importers.	» »
Schiaky, V., & Co., Importers & Exporters . . .	Salonika, Greece.
Serefas, D., Importer & Exporter	» »
Sevastopoulo, A. D., Importer	Constantinople, Turkey.
Sirgi, M. & Co., Importer & Exporter.	Beirut, Turkey.
Sourlangas Fils, E. N., Importers.	Mitylene, Greece.
Sourlangas, Stylianos E., Manufacturer.	» »
Stone, Timlow & Co, Manufacturers.	Boston, U.S.A.
Tagger, J. H., Importer.	Jaffa & Jerusalem, Turkey.
The Commercial Bank of Greece.	Athens, Greece.
Vimos Brothers, Importers, 29 Nikis Str.	» »
Xanthos, Co., Importer & Exporter.	Salonika, Greece.

Licorice Root.

Abdul Kader Pasha El-Khedery, Exporter.	Bagdad, Turkey.
Keun Lavino & Co., Exporters	Smyrna, Turkey.
Mc Andrews & Forbes Co., Exporters	Smyrna, »
Mc Andrews & Forbes Co, Exporters.	Bagdad, »

Light (in Fire-Proof Buildings).

David Lupton's Sons Co., Mfrs & Exporters . . .	Philadelphia, U.S.A.
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Lighting Devices.

Avigdor, N. S., Inayet Han, Importer.	Constantinople, Turkey.
Seferiades, S. A., Importer.	Smyrna, Turkey.
Welsbach Co., Manufacturers & Exporters. . . .	Gloucester, N.J., U.S.A.

Liniments.

Curtis & Brown Mfg. Co., Exporters.	New York, U.S.A.
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Linoleum and Oil Cloth.

Errera & Co., Fils de C. A., Importers.	Salonika, Greece.
Lazzaro Franco & Fils. Importers, Stamboul.	Constantinople, Turkey.
Picciotto & Co., Hillel, Importers.	Aleppo, Turkey.
Yoanidès, P., Spiro, Maison Louvre, Péra.	Constantinople, Turkey.

Lithographers.

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

Lloyds Agents.

Hancock & Wood.	Patras, Greece.
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Locks.

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

Locomotives.

Baldwin Locomotive Works, Mfrs. & Exporters.	Philadelphia, U. S. A.
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Lozenges

Curtis & Brown Mfg. Co., Exporters.	New York, U. S. A.
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Lumber.

Khouri Farrah, K. & B., Importers	Beirut, Turkey.
Serefas. D., Importer.	Salonika, Greece.
Sirgi, M., & Co., Importers.	Beirut, Turkey.
The M. B. Farrin Lumber Co , Exporters.	Cincinnati, U.S.A.
The Lamb-Fish Lumber Co., Exporters.	Charleston, Miss., U.S A.

Machinery.

Aperguis & Co., N.A., Importer, Bahtiar Han.	Constantinople, Turkey.
Balladur, Chas. P., Importer.	Smyrna, »
Berk, Püttmann & Co., Importers.	Bagdad, »
Calinder, A., Agent	Constantinople, »
Chirin, Leon, Importer, Kenadjian, Han.	» »
Coenca Frères, Importers.	Constantinople, Turkey.
Demaras Bros, Importers, 4 Philellinou Street.	Athens, Greece.
Dizengoff, M., Importer.	Jaffa, Turkey.
Farquhar & Co., A. B., Manufacturers & Exps.	New York, U.S.A.
Franghakis, Ant. Ch., Exporter.	Aleppo, Turkey.
Fairbanks Co., The, Exporters,	Hamburg, Germany.
C. Laughton & Co., Importers	Constantinople, Turkey.
Loutfalla, Georges, Importer	Adana, »
Lykiardopoulos Fils, A., Importer.	Mersina, »
Melissinos, Bernard, Importer.	Piraeus, Greece.
Messayeh, Joseph J., Importer.	Bagdad, Turkey.
Slocum, Avram & Slocum, Exporters	New York, U.S.A.
Sprout, Waldron & Co., Exporters.	Muncy, Pa., U.S.A.
Vrioni, Pan. D., Importer, 4 Dephes Street.	Athens, Greece.
Western Wheeled Scraper Co., Exporters.	Aurora, Ill, U.S.A.
Zarifi, L., Importer, Hagopian Han, Galata.	Constantinople, Turkey.

Machine Tools.

Fairbanks Co., The, Exporters.	Hamburg, Germany.
Niles-Bement-Pond Co., Exporters.	New York, U.S.A.
Philaretos, C. G. & Co., Importers	Athens, Greece.
Sellars & Co., Inc., William, Exporters	Philadelphia, U.S.A.
Werner, Albert, Importer, Arabian Han, Galata.	Constantinople, Turkey.

Maize Oil.

Corn Products Refining Co., Mfrs. & Exporters.	New York, U.S.A.
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Marmelades.

Hellenique Wine & Spirit Co., Exporters.	Athens, Greece.
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Mattresses.

The Hard Manufacturing Company.	Buffalo, N.Y., U S.A.
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Mercantile Agencies.

Dun & Co, R. G.,	New York & Vienna.
National Credit Corporation, Title & Trust Bldg.	Chicago, U.S.A.

Merchants (General).

Compte-Calix J., & J. G. Saverio, 7 Rue Tchinar.	Constantinople, Turkey.
Mouzalas, Basil A.	Mitylene, Greece.
Sourlangas, Stylianos E.	» »
Vassiliou, Pittacos A.	» »
Wonckhaus & Co., Robert.	Bagdad, Turkey.

Metals (Tin, Zinc, etc.).

Bedrossian, Aram, N. Importer.	Constantinople. Turkey.
Capayannides, C., Importer.	Trebizond, Turkey.
Demaras Bros, Importers, 4 Philellinou Street. .	Athens, Greece.
Iahiel, Isaac, I. Importer.	Salonika, »
Juda & Salmona, Importers.	» »
Haldéopoulo, N. P., Importer.	Trebizond, Turkey.
Hanania, Joseph, Importer.	Bagdad, »
Jahiel, Isaac J., Importer.	Salonika, Greece.
Lebet Frères & Co., Importers, Germania Han.	Constantinople, Turkey.
Navarro, Is. J., Importer.	Salonika, Greece.
Philaretos, C. G. & Co., Importers.	Athens, »
The Commercial Bank of Greece, Importers, . .	» »

Metal Shapes (Pressed).

American Pulley Co., Exporters, 29th & Bristol St.	Philadelphia, U.S A.
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Metallic Bedsteads.

The Hard Manufacturing Company.	Buffalo, N.Y., U.S.A.
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Mills and Milling Machinery.

Filippakis, Geo. Is., Importer.	Adalia, Turkey.
The M. B. Farrin Lumber Co., Exporters.	Cincinnati, U.S.A.

Mill Supplies.

Sprout, Waldron & Co., Exporters.	Muncy, Pa., U S.A.
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Minerals.

Magnifico, E. A., Exporter.	Smyrna, Turkey.
Jahiel, Isaac J., Exporter	» »
Vafiadachi, M. & A., Exporters	» »

Mineral Oils.

Coûteaux, Bernard, Importer, Aslan Han.	Constantinople, Turkey.
Pharaon, Issa, Schoucair & Co., Importers.	Beirut, Turkey.

Mortar Stains.

Pecora Paint Co., Mfrs. & Exporters.	Philadelphia, U.S.A.
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Mother of Pearl.

Batarse, Issa, Exporter.	Bethlehem, Turkey.
Pearl Waste Co., Import, 347 West Broadway	New York, U.S.A.

Motor Boats and Motors.

Aperguis & Co., N. A., Importers.	Constantinople, Turkey.
Balladur, Chas. P., Importer, P. O. Box No 161.	Smyrna, . . . »
Calinder, A., Agent	Constantinople, Turkey.
Waterloo Gasoline Engine Co., Manufacturers.	Waterloo, Iowa, U.S.A.
Wilcox-McKim Company.	Saginaw, Mich., U.S.A.

Motor Trucks.

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

Baldwin Co., The, Exporter.	Cincinnati, U.S.A.
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Nails (Wire).

Essayan & Frères, Hagop, Importers.	Constantinople, Turkey.
Pharaon, Issa, Schoucair & Co., Importers	Beirut, Syria.
United States Steel Products Co., Exporters	New York, U.S.A.

Naval Stores.

Demaras Brothers, Exporters.	Athens, Greece.
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Nuts and Seeds.

Alexandrides, P. & N., Exporter.	Kerassund, Turkey.
Cacoulides, G. N., Exporter.	Trebizond, »
Cherry, Louis D., Importer, 52 S. 60th Street.	Philadelphia, U. S. A.
Elisha & Frères, Nessim, Exporter.	Bagdad, Turkey.
Scialom, Fils de Jacob, Exporters	Salonica, Greece.
Habicht. Braun & Co., Hudson & Laight Strs.	New York, U.S.A.
Hadjopoulo, & Sperco, Inc., Impr., 29 Broadway.	New York, U.S.A.
Haldéopoulo, N. P., Exporter.	Trebizond, Turkey.
The Hills Bros. Co., Imps., Beach & Washington Sts.	New York, U.S.A.
Hochstrasser & Co., Exporters.	Trebizond, Turkey.
Hochstrasser & Co., Exporters.	Samsoun, »
Holstein, Herm. A., Exporter, Allalemdji Han.	Constantinople, Turkey.
Jaburg Bros., 1 & 3 Worth Street, Importers.	New York, U.S.A.
Kabbaz & Co., P. A., Exporters.	Aleppo, Turkey.
Keun Lavino & Co., Exporters	Smyrna, Turkey.
Zeaghak, Fathalla D., Exporter.	Bagdad, »

Mahokian, A., Exporter	Trebizond, »
Manachy, Lorenzo Y., Exporter.	Aleppo, »
Pastene & Co., Inc., Importers.	New York, U.S.A.
Reggio, Abel, Importer, 105, Hudson Street . .	New York, U.S.A.
Reggio & Co., Ant., Exporters	Smyrna, Turkey.
Spathopoulos Frères, P., Exporters.	Kerassund, »
Spencer Importing & Trading Co., Importers . .	New York, U.S.A.
Tatian, A., Importer, 23 Central St., Room 8. .	Boston, U. S. A.
The Levant Products Trading Co., Impoters. .	New York, U.S.A.
United Confectioners Supply Company, Importers.	New York, U.S.A.
Warde, Naasan & Co., Exprs., (Apricot Stones).	Beirut, Turkey.

Office Furniture (Steel).

The General Fireproofing Co., Exporters. . . .	New York, U.S.A.
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Office Supplies.

Calinder, A., Agent	Constantinople, Turkey.
Papaspyro, Alexander, Importer, Stadium Street.	Athens, Greece.

Oils (Lubricating, etc.).

Aliferis, G. Importer, 37 Praxiteles Street. . .	Athens, Greece.
Audi & Frères, S., Importers	Beirut, Turkey.
Baldwin, Theo. A., Importer	Brusa, »
Brazzafolli, Max, Importer	Mersina, »
Crew-Levick Company, Refiners & Exporters . .	Philadelphia, U.S.A.
Demaras Bros, Importers, 4 Philellinou Street. .	Athens, Greece.
Frangakis, Ant. Ch., Importer	Aleppo, Turkey.
Juda & Salmona, Importers.	Salonika, Greece.
Loutfalla, Georges, Importer	Adana, Turkey.
Melissinos, Bernard, Importer.	Piraeus, Greece.
Millioris, François, Importer.	Constantinople, Turkey.
Sayegh Frères, Importers.	Beirut, »
Tasartez & Barzilai, Impr., Tohafdjihan, Stamboul.	Constantinople, Turkey.
Vacuum Oil Co., Agency	Jaffa, Turkey.
» » » »	Beirut, »
Standard Oil Company of New York	Constantinople, Turkey.
Vafiades, V., Importer	Trebizond, »
Werner, Albert, Importer, Arabian Han, Galata.	Constantinople, »
Zarifi, L., Importer, Agopian Han, Galata. . . .	» »

Oils Sulphite.

Demaras Bros., Exporters.	Athens, Greece.
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Oil Tank Trucks.

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

Amar & Co., S., Importers, Validé Sultan Han. . .	Constantinople, Turkey
Brazzafolli, Max, Importer	Mersina, »
Cariciopoulo, Marc C., Importer.	Constantinople, »
Eustathopoulo, Nap., & Co., Importers. . . .	Constantinople, »

Féradian, K., Importer, Alyanak Han 14 15. . .	Constantinople, Turkey.
Frankfort, M., Exporter, Produce Exchange. . .	New York U.S.A.
Fulias & Co., Importers, Omer Abid Han, Galata.	Constantinople, Turkey.
Frost & Cundill, Inc., Exporters, 64 Wall Street.	New York, U.S.A.
Hammer & Hirzel, Importers.	» »
Juda & Salmona, Importers.	Salonika, Greece.
Klonski, A. H., Importer	Hebron, Turkey.
Millioris, François, Importer	Constantinople, Turkey.
Molho, Isaac, Importer.	Salonika, Greece.
Navarro, Em. Is., Importers	» »
Pharaon, Issa, Schoucair & Co., Importers. . .	Beirut, Turkey.
Prodromides, K., Importer.	Mersina, »
Rouso & Damon, Importers.	Constantinople, Turkey.
Sarantis Frères, Importers.	» »
Schiaky, V. & Co., Importers.	Salonika, Greece.
Slocum, Avram & Slocum, Exporters.	New York, U.S.A.
Sourlangas Fils, E. N., Importer	Mitylene, Greece.
Tasartez & Barzilaï, Importers, Tohafdji Han. . .	Constantinople, Turkey.
Tiano, Henri, Importer	Salonika, Greece.
Xanthos, C., Importer.	» »
Zarifi, L., Importer, Agopian Han, Galata . . .	Constantinople, Turkey.
Zelvéian, M. & K. S., Importers	Mersina, . . . »

Olive Oil for eating and lubrication.

Barff, P. G. & Co., Importers.	Smyrna, Turkey.
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Olives and Olive Oil.

Chamarakis, E. D., Exporter.	Rethymno, Crete Greece.
Cherry, Louis D., Importer, 52 S. 60th St. . .	Philadelphia, U.S.A.
Demaras Brothers, Exporters.	Athens, Greece.
Fidao & Co., F., Exporters	Smyrna, Turkey.
Hadjopoulos & Sperco, Inc., Impr's, 29 Broa lway.	New York, U. S. A
Kheun Lavino & Co., Exporters.	Smyrna, Turkey .
Pastene & Co., Inc., Importers.	New York, U. S. A.
Reggio & Co., Ant., Exporters	Smyrna, Turkey.

Opium.

Fidao & Co., F., Exporters.	Smyrna, . . . Turkey.
Gulbenkian Bros. & Co., Exporters.	Constantinople, »
Holstein, Herm. A., Exporter, Allalemdji Han.	» »
Ihmsen & Co., Exporters, Rue Findjandjilar. . .	» »
Kheun Lavino, & Co., Exporters.	Smyrna, Turkey.
Megarbané Habib & Fils, Exporters.	Aleppo . . . »
Rappaport. J. M., Importer, 140 Nassau Street.	New York. U. S. A.
Lane, R. W., Exporter.	Smyrna, Turkey.
Reggio & Co., Ant., Exporters.	» »
Scialom & Co., Albert, Exporters	Salonika, »
Scialom, Fils de Jacob. Exporters.	» »
Topuz, Jean A., Exporter.	» »

Oranges.

Arabian, H. A., Exporter, Moustafa Pacha Han.	Constantinople, Turkey.
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Otto of Roses.

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

Paints, Enamels and Varnishes.

Buffalo Specialty Co., Exporters. Buffalo, N.Y., U.S.A.
 Pecora Paint Co., Mfrs. & Exp., 4th & Venango Sts. Philadelphia, U.S.A.

Paper.

Schapira, J. M., Importer, 21 Colecotroni Street. Athens, Greece.

Petroleum.

Crew-Levick Co., Refiners & Producers. Philadelphia, U.S.A.
 Florian, R., Mgr. Romano-Americana. Bucharest, Roumania.
 Kaul, Wilhelm Franz, Importer. Afion-K.-Hissar, Turkey.
 Lykiardopoulos Fils, A., Importers. Mersina »
 Philippou, A., Importer Yanina, Greece.
 Standard Oil Co., Exporters Constantinople, Turkey.
 Vacuum Oil Co., Exporters Rochester, N.Y. U.S.A.
 » » » Importers. Beirut, Turkey.
 » » » » Jaffa, »

Pitch.

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

Physicians and Dentists.

Brautman, Sylvan, Physician and Dentist. . . . Salonika, Greece.
 Yoanidès, Prof. Doctor Christaki Constantinople, Turkey.

Pianos, Piano Players.

Baldwin Co., The, Manufacturers & Exporters. . Cincinnati, U. S. A.

Pistachio Nuts.

Kabbaz & Co., P. A., Exporters. Aleppo, Turkey.
 Mégarbané, G. H., Exporter. Aintab, »
 Mégarbané & Fils, Habib, Exporters. Aleppo, »
 Obègi & Co., Charles, Exporters. Aintab, »

Pipes (Gas, Water, etc.).

United States Steel Products Co., Exporters. . . New York U.S.A.
 Werner, Albert, Importer, Arabian Han, Galata Constantinople, Turkey.

Pipe Tools.

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

Playing Cards.

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

Poppy Seeds.

Scialom & Co., Albert, Exporters. Salonika, Greece.

Printers and Bookbinders Material and Machinery.

Mateossian, Vahan H, Imp., Am. Bible House. . . Constantinople, Turkey.
 American Press, The, Importers. Beirut, Turkey.
 Mann Co., Wm, Exporters, 529 Market Street. . Philadelphia, U.S.A.
 American Advertising Co., 45 Rue Kabristan, Pera Constantinople, Turkey.
 Zellich Frères, Rue Yazidji, Péra Constantinople, Turkey.

Printing Paper.

Hammer & Hirzel, Improrters. Constantinople, Turkey.
 Matteosian, V. H., Imp., American Bible House. » »
 Sarantis Frères, Importers. » »
 Zellich Frères, Rue Yazidji, Péra Constantinople, Turkey.

Publishers.

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

Pulleys and Pressed Metal Shapes.

American Pulley Co., The, Mfrs. & Exporters,
29th & Bristol Street. Philadelphia, U.S.A.

Pumps.

Avedissian & Ketchian, Importers. Adana, »
Flint & Walling Mfg. Co., Exporters. Kendalville, Ind., U.S.A.
Franghakis, Ant. Ch., Importer. Aleppo, . . . Turkey.
Loutfalla, George, Importer. Adana, . . . »
Melissinos, Bernard, Importer. Piræus, Greece.
Rumsey & Co., Exporters. Seneca Falls, N.Y., U.S.A.
Southwark Foundry & Machine Co., Exporters . Philadelphia, U.S.A.

Railroad Repair Shop Equipment.

Niles-Bement-Pond Company, Exporters. New York, U.S.A.

Railway Material.

Baldwin Locomotive Works, Mfrs. & Exporters. Philadelphia, U.S.A.
Brill Co., The G. J., Mfrs. & Exporters. Philadelphia, U. S. A.
Essayan & Frères, Hagop, Importers. Constantinople, Turkey.
Standard Steel Works Co., Exporters. Philadelphia, U. S. A.
United States Steel Products Co., Mfrs. & Exp., New York, U.S.A.
Werner, Albert, Importer, Arabian Han, Gala'a. Constantinople, Turkey.

Raisins (Sultana).

Fidao, F. & Co., Exporters. Smyrna, Turkey.

Razors & Blades.

Gillette Safety Razor Co., Boston, U.S.A.

Road Making Machinery.

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

Roofing.

Barrett Mfg. Co., Mfrs. & Exporters, Morris Bldg. Philadelphia, U. S. A.
Johns-Manville, H. W, Co., Exporters. New York, U.S.A.

Rubber Goods.

Hindié Frères, Importers. Aleppo, . . . »
Orosdi-Back, Etablissements, Importers. Constantinople, »
Quaker City Rubber Co., Mfrs. & Exporters. . . Philadelphia, U.S.A.
Sevastopulo, A. D., Importers Constantinople, Turkey.
Varbetian, L. & L., Importers Smyrna, . . . »

Safes.

Audi & Frères, S., Importers. Beirut, Turkey.
Frangakis, Ant. Ch., Importer Aleppo, Turkey.
York Safe & Lock Co., Mfrs. & Exporters . . New York, U.S.A.

Saffron.

Scialom & Co., Albert, Exporter Salonika, Greece.

Saw Mill Machinery.

Farquhar, & Co., A. B., Exporters New York, U.S.A.

Scales

The Fairbanks Company, Exporters, Freihafen Hamburg, Germany.

Sesame Seed.

Bozadjian, Mihran, Exporter. Adana, Turkey.
 Eustratiades, Alex. N., Exporter. Smyrna, »
 Filipakis, George Is., Exporter Adalia, Turkey.
 Simeonoglou, Aristidès, Exporter. Adana, »

Sesame Seed Oil.

Naccache & Fils, Ibr., Exporters. Mersina, Turkey.
 Zelvèian, M. & K. S., Exporters. » »

Sewing Machines.

Bourne & Co. (Singer Sewing Machines) Salonika, Greece.
 » » » » » Athens, »
 Kevork Skender, K. & D., Importers. Bagdad Turkey.
 Lambichi, M. E., Importer Smyrna, »
 Sadullah, R. Levy & Mandil, Importers Constantinople, »
 Singer Sewing Machine Company, Importers. » »
 » » » » » Beirut, »

Shipping & Shipping Agents.

Achaia S. S. Co. Patras, Greece.
 Alevra, D. G. Smyrna, Turkey.
 Aligranti, Victor, Yeni Han, Sirkedji, Stamboul. Constantinople, »
 Archipelago American Steamship Co. Beirut, »
 » » » » Constantinople, »
 » » » » Smyrna, »
 Artus, Jean Mersina, »
 Barff, P. G. & Co. Smyrna, Turkey.
 Chamarakis, E. D. Rethymno, Crete, Greece.
 Chariatis, D. T., Salonika, Greece.
 Citterich, V. » »
 Curmusi, Theo. N. (Austro-Americana & Achaia) Constantinople, Turkey.
 Eliades & Mouka, Smyrna, »
 Farwagi, E., & Fils. Jaffa, »
 Fenerdjian, A. M., & Co., St. Pierre Han, Galata. Constantinople, »
 Filipakis, George Is. Adalia, »
 "Gradiwo" Société Commerciale par Actions. Varna, Bulgaria.
 Canchi Fratelli. Salonika, Greece.
 Ghiolman Bros., Constitution Square. Athens, »
 Hancock & Wood. Patras, Greece.
 Hochstrasser & Co. Trebizond, Turkey.
 » » Samsoun, »
 Keller, Theodor E., Mgr. of Fulias & Co. Athens, Greece.
 Keubler, Jona. Jaffa, Turkey.
 Khouri, Farra, G. & A. Beirut, Turkey.

C. Laughton & Co , 42 Perchembé Bazar, Galata.	Constantinople, Turkey.
Levante-Kontor, G. m. b. H., Tchinili Rihtim Han.	» »
Maulwurf, Ed., J.	Salonika, Greece.
Molho, Isaac.	» »
Philippou, A.	Yanina, »
Phostiropoulo Frères	Trebizond, Turkey.
Reppen, Theo., Arabian Han, Galata	Constantinople, Turkey.
Roussou & Danon, Djelal Bey Han	Constantinople, Turkey.
Theodoridi & Co ,	Braila, Roumania.
Vuccino, Camille, Merkez Richtim Han, Galata.	Constantinople. Turkey.
Wönckhaus & Co., Robert.	Bagdad, »

Shipyard Machinery.

Niles-Bement-Pond Company, Exporters.	New York, U. S. A.
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Shoe Polish (Polishing Sets, etc.).

Shinola Co., Manufacturers & Exporters.	Rochester, N. Y., U. S. A.
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Silicate of Soda & Heavy Chemicals.

Philadelphia Quartz Co., Exporters, 121 S. 3rd St.	Philadelphia, U. S. A.
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Silk.

Belart Lanz, F., Exporter, Ihsan Bey Han	Constantinople, Turkey.
Fulias & Co , Exporters, Omer Abid Han, Galata.	» »

Silk Goods.

Maghak, Fathalla D., Importer	Bagdad, Turkey.
Mosseri, Albert, Importer.	Salonika, Greece.

Silver Ware.

Melki & Menassah, Importers.	Beirut, Turkey.
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Skins, Hides and Furs.

Abdul Kader Pacha El-Khedery, Exporter.	Baghdad, Turkey.
Arsen & Co , Exporters, Gulbenkian Han.	Constantinople, »
Austro-Oriental Trading Co., Ltd, Exporters	Bagdad, »
Berk, Püttmann & Co., Exporters.	» »
Beythoum, Jeboury, Exporter.	» »
Blattner, Andrew.	Constantinople, »
Coenca Frères, Exporters.	Constantinople, »
Essefian, Parsegh G., Exporter	» »
Fresco, Fils d'Aslan, Exporters	» »
Gelat, Elias Thomas, Exporter (Sheep & Goat).	Jerusalem. »
Hanania, Jopesh, Exporter.	Bagdad, »
Hecht, Emil, Imp. & Exp., Khorassandji Han	Constantinople, »
Ihmsen & Co., Rue Findjandjilar, Stamboul.	» »
Kevork Skender, K. & D., Exporters	Bagdad, »
Klonski, A. H., Exporter.	Hebron, »
Mahokian, A., Exporter	Trebizond, »
Maissa, M. G., Exporter.	Salonika, Greece.
Manuelian & Co , H., Exporters.	Mersina, Turkey.
Maulwurf, Ed., Exporter.	Salonika, Greece

Messayah, Joseph J, Exporter.	Bagdad, Turkey.
Nemli Zadé Frères, Exporters.	Trebizond, Turkey.
Rappaport, J. M., Importer, 140 Nassau Street.	New York, U. S. A.
Roditi A., Exporter, Ekbérié Han.	Constantinople, Turkey.
Serefas, D., Exporter.	Salonika, Greece.
Sarfati, S. Joseph, Exporter, Germania Han. .	Constantinople, Turkey.
Sasoon & Co, David, Exporters.	Baghdad, »
Schamasch, Gourgie & Co., Exporters.	» »
Stone, Timlow & Co., Importers.	Boston, U. S. A.
Tagger, J. H., Importer & Exporter.	Jaffa & Jerusalem, »
Tatian, A., Importer, 23 Central St., Room 8. .	Boston, U. S. A.
Xanthos, C., Exporter.	Salonika, Greece.

Soap.

Bensusan, Fils de Samuel J., Importers.	Salonika, Greece.
Louisville Cotton Oil Co., Mfrs. & Exporters. .	Louisville, Ky., U.S.A.
Modiano Frères & Fils, Isaac, Importers	Salonika, Greece.
Procter & Gamble Co., Manufacturers & Exporters.	Cincinnati, U.S.A.
Vimos Brothers, Importers, 29 Nikis Street. . .	Athens, Greece.

Starch.

Corn Products Refining Co., National Starch Co., Exporters.	New York, U.S.A.
Errera, Isaac G. Importer.	Salonika, Greece.
Fils d'Abram Nahman, Importers.	» »
Modiano, F., & Company.	Smyrna - Salonika.

Stationery.

Calinder, A., Representative	Constantinople, Turkey.
Errera & Co., Ltd, Fils de G. A., Importers. . .	Salonika, Greece.
Hassid & Co., A. M., Importers.	» »
Mann Co., Wm., Exporters, 529 Market St. . . .	Philadelphia, U.S.A.
Matteosian, V.H., Import, American Bible House.	Constantinople, Turkey.
Modiano, Frères & Fils, Isaac, Importers. . . .	Salonika, Greece.
Siev Bros., Importers	Jerusalem, Turkey.
Zellich Frères, Galata	Constantinople, Turkey.

Stone Handling Machinery.

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

Bensussan, Fils de Samuel J., Importers.	Salonika, Greece.
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Surgeons Instruments.

Barody, Mourad, Importer.	Beirut, Turkey.
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Suit Hangers.

West Electric Hair Curler Co., Exporters.	Philadelphia, U.S.A.
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Tanning Materials.

Lawrence, A. C., Leather Co.	Boston, Mass., U. S. A.
Spike, Clarence H., Importer, 143 Federal Street.	Boston, U.S.A.

Tarpaulins.

Sevastopoulo, A. D., Importer, Kutchuk Millet	Constantinople, Turkey.
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Telephone Supplies.

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

Timber.

The Commercial Bank of Greece, Importers . . .	Athens, Greece.
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Tobacco.

Adamopoulo, A. C., Exporter.	Smyrna, Turkey.
American Tobacco Co., Exporters.	Smyrna »
Coenca Frères, Exporters.	Constantinople, Turkey.
Eustratiades, Alex. N., Exporter.	Smyrna Turkey.
Herzog & Co, M. L., Exporters.	Cavalla, Greece.
Macedonian Tobacco Co., The, Exporters	» »
Mayer & Co., N., Exporters.	» »
Oriental Tobacco Trading Co., Exporters. . . .	Salonika, »
Pirocacco, Christo, Exporter	Smyrna, Turkey.
Schinasi Bros., Exporters	Cavalla, Greece.
Serefas, Dim., Exporter.	Salonika, Greece.
Tatian, A., Importer, 23. Central St., Room 8 .	Boston, U.S.A.
The Turkish Tobacco Export Co., Exporters. . .	Salonika, Grèce.
The Levant Products Trading Co., Importers. .	New York, U. S. A.

Toilet Specialities and Preparations.

Baroody, Mourad, Importer.	Beirut, Turkey.
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Tools.

Disston & Sons, Henry, Mfrs. & Exps., P.O B. 1537.	Philadelphia, U.S.A.
Mc Caffrey File Co., 5th & Berk Sts, Exporters .	Philadelphia, U.S.A.
The Fairbanks Company, Exporters, Freihafen.	Hamburg, Germany.

Tooth Powder.

Curtis Brown Mfg. Co, Exprs., 215-17 Fulton St.	New York, U.S.A.
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Travel Bureau.

Bureau of University Travel, 31 Trinity Place. .	Boston, U.S.A.
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Typewriters and Supplies.

Abramovitz, Leon P., Importer	Bucharest, Roumania.
Cofinas, G. N., (Agts for Greece "Royal Type- writer Co »), 37 Praxiteleus Street.	Athens, Greece.
Hammond Typewriter Co., Exporters	New York, U. S. A.
Lambichi, M. E., Importer.	Smyrna, Turkey.
Monarch Visible Typewriter Co., Exporters. . .	New York, U.S.A.
Papaspyro, Alexander, Importer, Stadium Street.	Athens, Greece.
Remington Typewriter Co., Exporters	New York, U.S.A.
Spike, Clarence H., Exporter 2d Hand Machines.	Boston, U. S. A.

Umbrellas.

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

Rubin, Samuel. Jerusalem, Turkey.

Valves and Gates.

The Fairbanks Company, Mfrs., Freihafen . . Hamburg, Germany.

Varnish.

The General Fireproofing Co., 395 Broadway. . New York, U.S.A.

Vegetables (Dried.)

Hadjopoulos & Sperco, Inc, Impr., 29 Broadway. New York, U.S.A.

Ventilation (in Fire-Proof Buildings.)

David Lupton's Sons Co., Exporters. Philadelphia, U.S.A.

Watches.

Keystone Watch Case Co., Exprs., Pickhuben. . Hamburg, Germany.

Waterproofing Materials.

The General Fireproofing Co, 395 Broadway. . New York, U.S.A.

Wind Mills.

Flint & Walling Mfg. Co., Exporters. Kendalville, Ind., U.S.A.
Shaphira, J. M., Importer, 21 Colocotroni Street. Athens, Greece.

Wines and Liquors.

Audi & Frères, S., Importers. Beirut, Turkey.
Barbaresso Brothers, Mfrs. & Exporters. . . . Piræus, Greece.
Bedrossian, Aram N., Importer. Constantinople, Turkey.
Cambas, André P., Exporter. Athens, Greece.
Cofinas, G. N., Importer, 37 Praxiteleus Street. » »
Enriquez, Clemente, Importer. Bagdad, Turkey.
Hellenique Wine & Spirit Co., Exporters. . . . Athens, Greece.
Metaxa, S & E. & A., Mfrs. & Exporters. . . . Piræus, »
Pastene & Co., Inc., P., Importer. New York, U.S.A.
Pouris, Milton, Exporter. Piræus, Greece.
Reggio & Co., Ant., Importers. Smyrna, Turkey.
Sadullah, Robert Levy & Mandil, Importers . . Constantinople, Turkey.
Schamasch, Gourgie & Co., Importers. Bagdad, Turkey.
Rotschild, Zalel, Importer & Exporter Jerusalem, Turkey.

Wire (barbed, plain, etc.).

United States Steel Products Co., Exporters . . New York, U.S.A.

Wool and Mohair.

Abdul Kader Pasha El-Khedery, Exporter . . . Bagdad, Turkey.
Arsen & Co., A. G., Exp., Gulbenkian Han . . Constantinople, Turkey.
Asfar & Co., Pressing Factory and Exporters. . . Bagdad, . . . »
Austro-Oriental Trading Co. Ltd., Exporters. . . » »

Berk, Püttmann & Co., Exporters.	Bagdad, Turkey.
Elisha & Frères, Nessim, Exporters	Bagdad, »
Fidao, F. & Co., Exporters	Smyrna, »
Fresco, Fils d'Aslan, Exporters, Manoukian Han.	Constantinop'le, Turkey.
Gulbenkian Bros. & Co., Exporters, Stamboul. .	» »
Hadjopoulos, & Sperco, Inc., Importers.	New York, U.S.A.
Hecht, Emil, Exporter, Angora Han, Stamboul .	Constantinople, Turkey.
Hindié, Elias, Exporter.	Aleppo, Turkey.
Holstein, Herm. A., Exporter, Allalemdji Han.	Constantinople, Turkey.
Ihmsen & Co, Exporters, Rue Findjandjilar. . .	» »
Jeboury, Beythoum, Exporsers	Bagdad, Turkey.
Kabbaz, & Co., P. A., Exporters	Aleppo, »
Kaul, Wilhelm Franz, Importer.	Afion Kara-Hissar, Turk.
Kevork Skender, K. & D., Exporters	Bagdad, »
Klonsky, A. H., Exporter	Hebron, »
Marcopoli & Co., V., Exporters	Alexandretta, Turkey
Manachy, Lorenzo Y, Exporter.	Al-ppo, Turkey.
Manuelian, H., & Co., Exporters.	Mersina, »
Maulwurf, E., Exporters	Salonika, Greece.
Mégarbané & Fils, Habib, Exporters.	Aleppo, Turkey.
Mosseri, Albert, Exporter.	Salonika, Greece.
Muller, Ch, F., Importer, 29 Apollo Street . . .	Athens, »
Obégi & Co., Charles., Exporters.	Aintab, Turkey.
Oriental Skin Co., Exporters, Khorassandji Han.	Constantinople, Turkey.
Rappaport, J. M., Importer, 140 Nassau Street .	New York, U.S.A.
Sarfati, Baroub, Exporter.	Salonika, Greece.
Sasoon & Co., Ltd., David, Exporters.	Bagdad, Turkey.
Schamasch, Gourgie, & Co., Exporters	» »
Serefas, D., Exporter.	Salonika, Greece.
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.
Vimos Brothers, 29 Nikis Street.	Athens, Greece.
Warde, Naasan & Co., Exporters.	Beirut, Turkey.
Zelvéian, M. & K. S., Exporters	Mersina, »

Woollen Goods.

Elkiatib, Salim, Importer, Elkiatib Han.	Constantinople, Turkey.
Muller, Ch, F., Importer, 29 Apollo Street. . .	Athens, Greece.
Schuep & Co., Importers.	Aleppo, Turkey.

Woven Wire and Spiral Springs.

The Hard Manufacturing Company.	Buffalo, N. Y. U.S.A.
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Individual Members.

Aaronsohn, Aaron, Agric. Experiment Station . . .	Haifa, Turkey.
Barbaresso, Sp., Manufacturers	Piræus Greece.
Bishop, Harold E., The Standard Oil Co.	Alexandretta, Turkey.
Bowen, Marcellus, Agent, American Bible Society.	Constantinople, Turkey.
Brown, J. Wylie, 38, 39 Minerva Han, Galata. . .	Constantinople, »
Calvert, F. R. J.	Dardanelles, »
Charalambis, N. M.,	Piræus, Greece.
Damon, Theron J., Journalist.	Constantinople, Turkey.
Davis, D. Alton, Sec'y Y. M. C. A.,	» »
Doucarelis, Aristides M.	Mitylene, Greece.
Efstratiou, Apostolos, English Stores Proprietor .	» »
Eulambios, N, c/o National Bank of Greece. . .	Athens, »
Heizer, Oscar S., American Consular Service . .	Constantinople, Turkey.
Hecks, Lewis, American Embassy	Constantinople, Turkey.
Hodge Hill, Bert, American School of Classified Studies.	Athens, »
Jackson, Jesse B., American Consular Service. . .	Aleppo, Turkey.
Jewett, Milo A., American Consular Service. . .	Kehl, Baden, Germany.
Judelsohn, Montefiore, American Consular Service.	Constantinople, Turkey.
Lapin, Aaron.	Jaffa, Turkey.
Lapin & Hurwitz	» »
Mémminge, Lucien, American Consular Service.	Madras, India.
Metaxa, A.,	Piræus, Greece.
Montgomery G. R., American Embassy.	Constantinople, Turkey.
Nathan, Edward I., American Consular Service .	Mersina, Turkey.
Odell, Ralph, M., U. S. Commercial Agent. . . .	Washington, D.C., U.S.A.
Papafrango, Sp., c/o National Bank of Greece. . .	Athens, Greece.
Peet, W. W., Treasurer, American Missions . . .	Constantinople, Turkey.
Ravndal, G. Bie, American Consular Service . . .	» »
Retsina, Athanas, Manufactures.	Athens, Greece.
Richarz, C., American Consular Service,	Bagdad, Turkey.
Supplee, Wm. W., 4102 Walnut St.	Philadelphia, U. S. A.
Thomas, Lucien Irving. Standard Oil Co.	Constantinople, Turkey.
Walker, Archbold, J., Standard Oil Co.	Sofia, Bulgaria.
Weddell, Alexand., W., American Consular Service.	Athens, Greece.
Whitehouse, Sheldon, Sec. American Legation.	» »
Wolfe, Archibald J., 6 St. Charles Place.	Brooklyn, N.Y., U. S. A.

Summary of Members by District.

Adalia	1	Kerasund.	2
Adana.	5	Konia	1
Aden	3	Mersina	11
Aintab.	2	Mitylene.	7
Aleppo.	11	Ordou	1
Alexandretta	4	Patras.	6
Athens	36	Persia.	1
Austria	2	Piræus	8
Bagdad	22	Roumania	3
Beirut.	30	Salonika.	45
Bassorah.	3	Samsoun.	5
Brusa	1	Smyrna	40
Bulgaria	6	Tarsus.	1
Cavalla	4	Trebizond	12
Constantinople	114	United States of America	126
Crete	2	Volo.	1
Germany.	5	Yanina	2
Harput.	1	Other nations.	36
Jerusalem	20		
		Total.	580

Members of the American Chamber of Commerce for the Levant may have the name of their firm entered under not more than five different headings in the Classified List of Members in LEVANT TRADE REVIEW.

Should changes be desired at any time, please send notice of same to the Executive Secretary.