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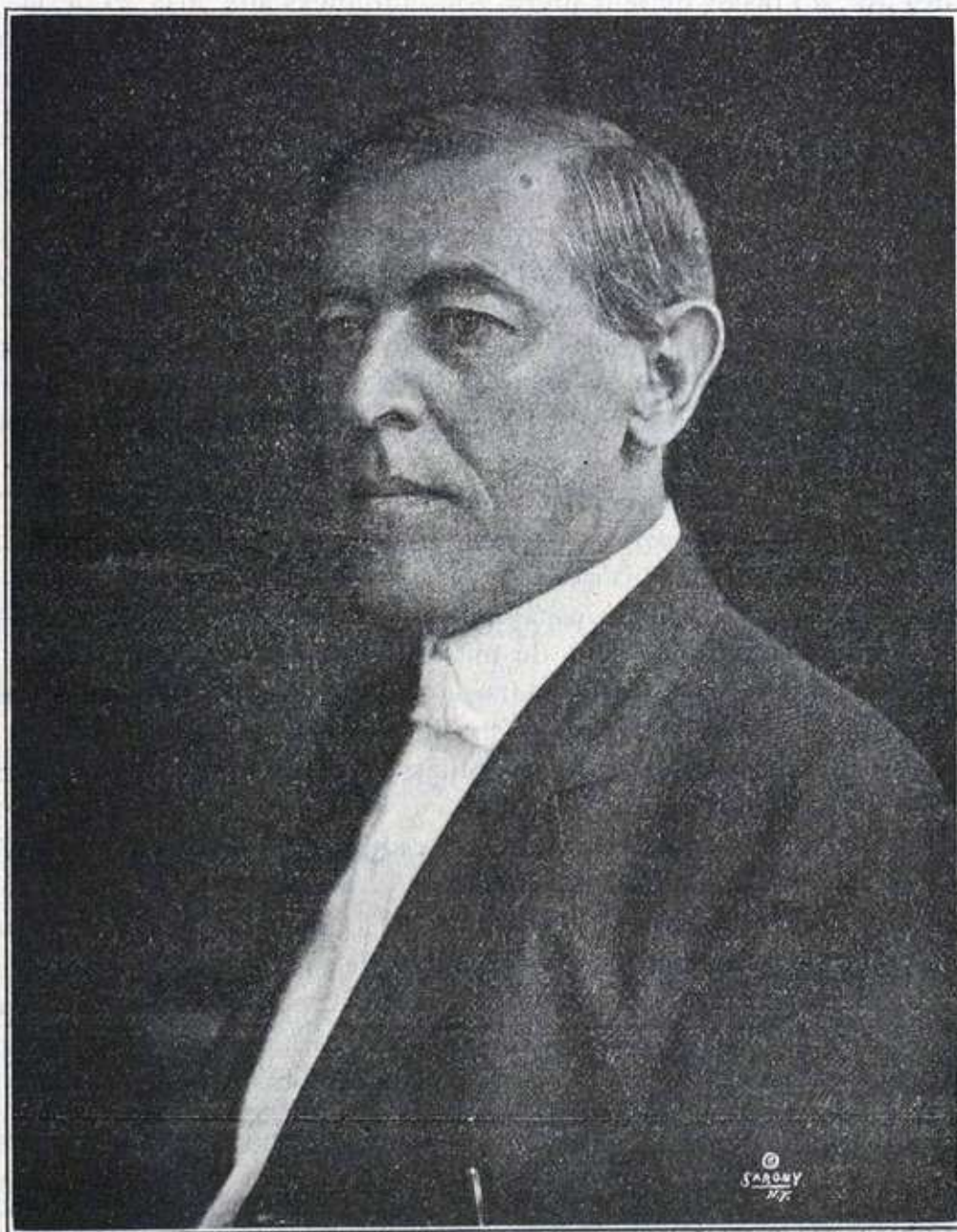
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# Levant Trade Review

PUBLISHED BY THE

American Chamber of Commerce for the Levant.

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WOODROW WILSON, PRESIDENT OF THE UNITED STATES.

## Woodrow Wilson.

Woodrow Wilson assumait ses fonctions de Président des Etats-Unis d'Amérique le 4 Mars 1913, étant le vingt-huitième de cette illustre lignée dont George Washington est le chef. A l'exception de Grover Cleveland, M. Wilson est le seul Président du parti démocratique élu depuis Abraham Lincoln, et c'est la première fois, dans toute l'histoire des Etats-Unis, qu'un éducateur professionnel ait été appelé au gouvernement suprême de la grande République Occidentale.

M. Wilson, qui est né en Virginie, se trouve être le premier Président d'origine méridionale nommé depuis la Guerre Civile. Agé maintenant de 56 ans, il épousa en 1885 Helen Louise Axson de Savannah, Georgia, et a trois filles qui, à l'instar de leur mère, sont adonnées aux arts et à la réalisation de buts humanitaires. M. Wilson est lui-même un auteur de grande compétence sur les questions d'histoire et de politique. Il se fit une renommée nationale comme Président de l'Université de Princeton (1902-1910) et comme Gouverneur de New Jersey (1911-1913).

M. Wilson, dans sa nouvelle et haute magistrature, incarne le parti de la démocratie progressiviste. Il est loyalement prêt à effectuer les désirs de la majorité des électeurs, qui, en ce moment, paraissent demander la restauration de ces droits individuels lésés et restreints pendant les quelques dernières années, par les monopoles privés. Cette "liberté nouvelle" est son mot d'ordre. On attend encore de lui qu'il détruise le système politique des "spoliations", qui atteignait les fonctionnaires d'Etat, et qu'il y substitue un régime basé sur la capacité et le mérite. Le tarif des importations sera réduit, les lois sur les banques seront réformées, les combinaisons des capitaux plus strictement contrôlées, les ressources naturelles du pays conservées avec un soin plus grand. Aux yeux de cet homme d'Etat au courage inflexible, aux larges inclinations libérales, les droits du citoyen le plus humble sont aussi sacrés que ceux du millionnaire. C'est précisément pour réprimer des tendances sordides, pour renouveler l'esprit des vastes affaires publiques, que le peuple américain vient de mettre à sa tête un savant qui, tout en poursuivant des idéaux d'une noblesse supérieure, a donné d'amples preuves de ses capacités administratives.

Dans ses discours pendant la récente campagne électorale, M. Wilson attribua une importance toute spéciale aux questions du commerce avec l'étranger et du développement nécessaire de la marine marchande américaine. Il a donné des marques concluantes de sa résolution à ce sujet en nommant M. William C. Redfield, au Ministère du Commerce dans le nouveau Cabinet. M. Redfield, le président de l'Association d'Exportation des Fabricants Américains, est un des citoyens les plus utiles des Etats-Unis, étant bien connu non seulement comme philanthrope mais aussi comme un homme d'affaires hautement doué.

Le cabinet de M. Wilson se compose de personnalités exceptionnellement remarquables. Il n'est pas surchargé d'hommes de loi, et contient relativement peu de politiciens. M. William J. Bryan, le nouveau Secrétaire d'Etat, qui fut trois fois le candidat préféré du parti démocratique, et qui pourrait

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encore être un jour le Président des Etats-Unis, a beaucoup voyagé. Ses rares qualités et connaissances, jointes à une expérience étendue et variée, sont les gages certains de son succès dans toutes les attributions de responsabilité et d'honneur qui lui seront confiées. M. Bryan connaît bien le Levant, ainsi que son livre "Le Vieux Monde et ses Usages" en fait foi. Pendant son séjour à Constantinople en 1906, il rencontra plusieurs membres actuels de la Chambre de Commerce Américaine du Levant à une réception qui fut donnée en son honneur par le Docteur Bowen, le Président de la Chambre.

Prise dans son ensemble, la nouvelle Administration promet d'encourager ce qu'il y a de meilleur, de plus élevé, dans les traditions américaines — ces principes sublimes de privilèges égaux pour tous, petits et grands, qui ont fait des Etats-Unis la terre de la liberté, la terre favorable à toutes les énergies et l'inspiratrice d'espoir et de courage de tous les opprimés du monde.



### American Commercial Progress in the Near East.

Nobody is better able to speak intelligently of American trade conditions in the Near East than the honorable A. L. M. Gottschalk, American Consul General at Large for this region who recently arrived in Constantinople.

The Secretary of the *American Chamber of Commerce for the Levant*, consequently, lost no time in calling upon the Inspector on his arrival in the Capital of the Ottoman Empire and requesting an interview.

Mr. Gottschalk has spent many years in the American Consular Service and immediately previous to his detail as Inspector of Consulates in Africa, Asia (west of Singapore), and South Eastern Europe (Greece, Turkey, the Balkan States and Russia) served as Consul-General in Mexico City. All American Consular Officers with whom we have come into contact speak with high appreciation of his exceptional attainments as a student and observer of things and as an initiator of reforms in the foreign service as well of movements tending to protect and promote American interests abroad.

Mr. Gottschalk who, after a period of duty at the Department of State in Washington, returned to the Middle East just a year ago, has been inspecting the Consulates of West Africa, Morocco, Algeria, Tripoli, Egypt and Syria, speaks very optimistically of Turkish trade with America.

"Despite the war-conditions" he said, "American trade with Turkey shows the most gratifying steadiness. In the lace and carpet exports to America there has been some slight fluctuation, but this has been owing more to the hesitancy of merchants who expect tariff revision that will favor these classes of exports, than anything else. It would, of course, be premature to attempt forecasting what will be done with the U. S. Import Tariff in such articles; but personally I do not expect that, in these particular lines of goods, there will be any very notable change in the figures.

"I was very particularly interested at noting in Egypt the growth of our American trade with the Anglo-Egyptian Sudan, a region which but comparatively few years ago was still commercially *terra ignota*, and which is rapidly forging ahead into line with great consuming and producing centers

of Africa. Mr. Arthur Garrels, our Consul at Alexandria, whose former consular experiences in East Africa have given him an enviable knowledge of African products and commercial routes, has been making the matter the subject of most interesting studies. So too has Mr. R. M. Odell of the Department of Foreign and Domestic Commerce whom I have met on his travels.

“ Figures obtained for me at Beirut, by the Vice Consul-General in charge there, Mr. F. Willoughby Smith, show that the country is profiting by the increased rail communication since my last visit there in 1910. With good rail communication from Haifa through the Hauran to Damascus, from Beirut via Reyak to Damascus and Aleppo, and from Tripoli-in-Syria to Hamah, Homs, and the lines issuing from these towns to Damascus and Aleppo; and with the coming completion of the Bagdad Railway's lines through Cilicia to the sea, routes have been opened which cannot fail to produce economic development

and increased trade throughout the country. South of us, so it appears from Smith's figures, has imported worth of American machinery, runs it with \$16,950 worth of American lubricating oils (I suppose some of this has gone to lubricating the \$19,004 of American hardware imported from the United States); uses \$19,007 worth of American oleo and \$13,500 worth of American oil, and after so huge a day's work, goes to rest in \$14,595 worth of American sheetings! And these of course, are only some few items of the imports of last year. Mr. Joseph B. Audi, the Secretary of your Chamber at Beirut, is popularly reported to have often had a Syrian visitor who wore American shoes, American rubbers over them, carried a Chicago fountain pen in his pocket, had shaved with a New York safety razor and had just dropped in (as I once did) to listen to some Arab songs of the late lamented Cairene singer, Sheikh Yusuf., on an Edison phonograph. Probably this is quite as convincing as long statistics would be!



**Honorable A. L. M. Gottschalk.**

“ After this,— and lest any one should be tempted to deny that Americans have a very living interest commercially in Turkey,— you might quote the story told by one of our Foreign Service men, who before being sent as Minister to South America, was for a time Secretary of the Embassy at Constantinople. He used to maintain that he once met one of our countrymen—a countryman from the country, evidently — who was viewing the Bosphorus from the terrace of the hotel at Therapia, and who asked him if he was in

throughout the us. In 1912 Syria, Mr. F. Willoughby imported \$ 61,206 worth of American machinery, runs it of American lubricating the \$19,004 of from the United worth of American cottonseed a day's work, goes worth of American these of course, are of the imports of last Audi, the Secretary Commerce at Beirut ed to have often had establishment a wore American rubbers over them, fountain pen in his

business in Constantinople. "Yes", replied Mr. Janes. "I am... I am Secretary of the American Embassy." "Oh, are you?" exclaimed his interlocutor, with interest. "And..... who's the Treasurer?"

"But to return to more serious things, I should like to say that I have met members of the *American Chamber of Commerce for the Levant* at various cities and that I have to acknowledge my indebtedness to a number of these gentlemen for practical viewpoints into trade with the United States which it would have been difficult, and perhaps impossible, to obtain unaided. I am perfectly sincere in saying that a number of my reports to the Government bear a certain stamp of living actuality — and, I hope, of added practical usefulness to our American trade — that they could not have borne but for conversations with members of your various Branches, in the cities of the Eastern Mediterranean. I am gratified, on numerous occasions, at hearing, now from one friend, and now from another, in the United States, of some new good thing accomplished by your Chamber.

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

"From Washington I have heard it commented upon that at the Congress of American Chambers of Commerce which met there some time ago — and incidentally passed resolutions of great interest to our work in foreign countries — your Chamber was represented by so wellknown a figure as is National Councillor, Major Lydecker, former City Comptroller of New York and prominent in law as well as militia matters there. The fact that you have taken these pains to stamp yourselves before our public at home as an *entity* — as a united body of business men representing a great aggregate of investment and of commercial credits in the Middle East — will mean much

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## "THE LEVANT HERALD"

(ESTABLISHED IN 1856.)

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

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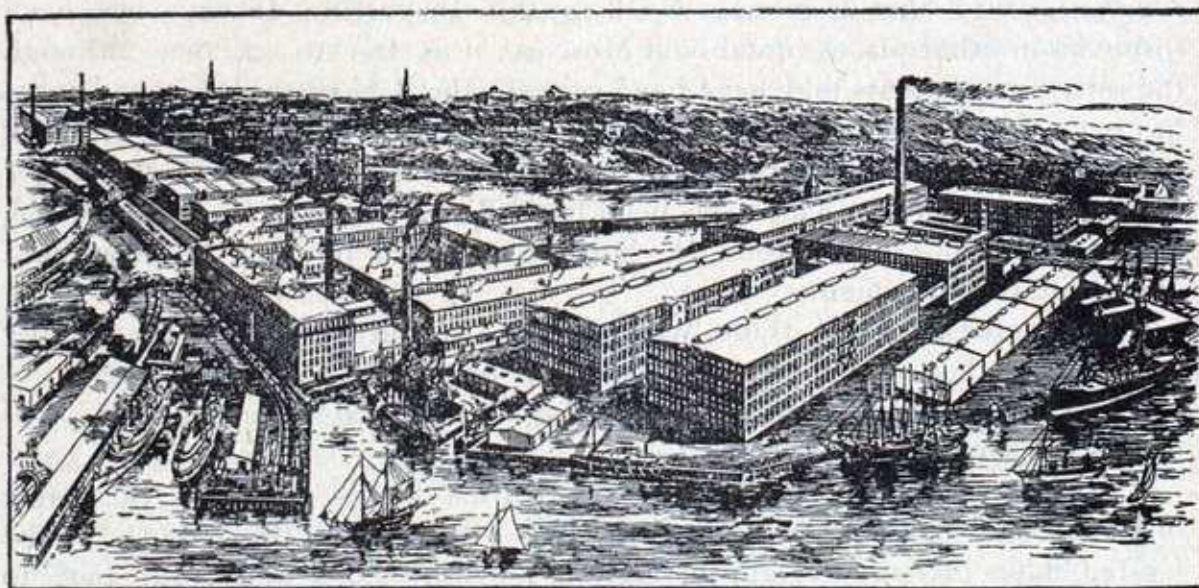
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to the American mind, because it will appeal convincingly to the practical goodsense of Americans.

“Many of your members have told me of the difficulties which used to beset their trade with America in past years, and which sometimes still do today— of the unwillingness of the average American house to extend credits such as are obtainable from more nearby markets— of the timidity of the average American house to enter distant foreign fields — of its often trusting its relations with the Middle East to a foreign middleman who was difficult to deal with. Such things are overcome only by establishing mutual confidence. And mutual confidence is never fully established until men have been able to find a channel of communication, to see and meet each other. It is precisely this channel of communication that your Chamber is furnishing, and for that reason, if for no other, I wish it, and all organizations of its kind, a long and prosperous life. I trust that it will live to continue to bring face to face with our American business public, not only the local conditions in the Levant, but the *men* of the Levant themselves. The timidity, the unwillingness complained of on the part of certain American business houses in their dealings with the Middle East is certainly offset by the cold statistical tables and by the startling conviction which they bring, that there is not only a great, but a constantly growing volume of trade between our own country and these of the Orient. American world-trade *is* growing, *is* extending, *is* constantly seeking new outlets. All that is needed between East and West is closer personal acquaintance,— a little tightening of that bond of human contact without which dignified and really mutually-useful commercial relations cannot exist to bring its proper proportion of this world trade to the Levant.

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

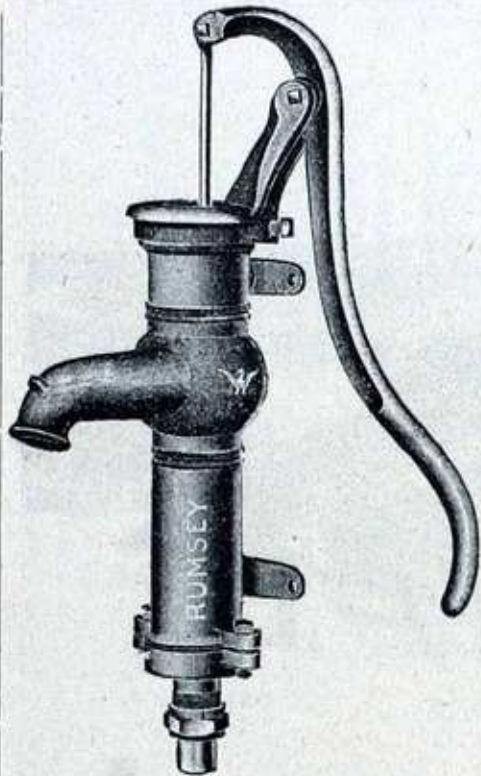
“A special cause for congratulating the *American Chamber of Commerce for the Levant* is that its pioneer work in this Inspection District has been followed in other places, notably at Moscow; it is fair to say that although the initial movements may have been coeval, the Chamber for the Levant has been the first to organize completely. A few weeks ago I had news of the coming into life of a similar organization: *The American Chamber of Commerce for Russia*, which has been formed in Moscow as a result of the efforts of Consul-General John H. Snodgrass and a number of prominent Muscovite business men.

“The increase in our trade with Russia certainly warrants the proper banding together of men, who have at heart its growth and development.

“The increase of Russian exports to the United States during 1912, was one of the surprises of the year.

“10 years ago Russia exported to the United States goods to the value of Roubles 3,000,000. During the next five year period the exports to the United States increased to approximately Rs. 19,000,000 and from 1908 to 1912, a further increase to Rs. 62,500,000 is noted as the direct trade.

“In addition to this, there are exports through Germany, France and Great Britain, from Russia to the United States valued at from Rs. 6 to 10



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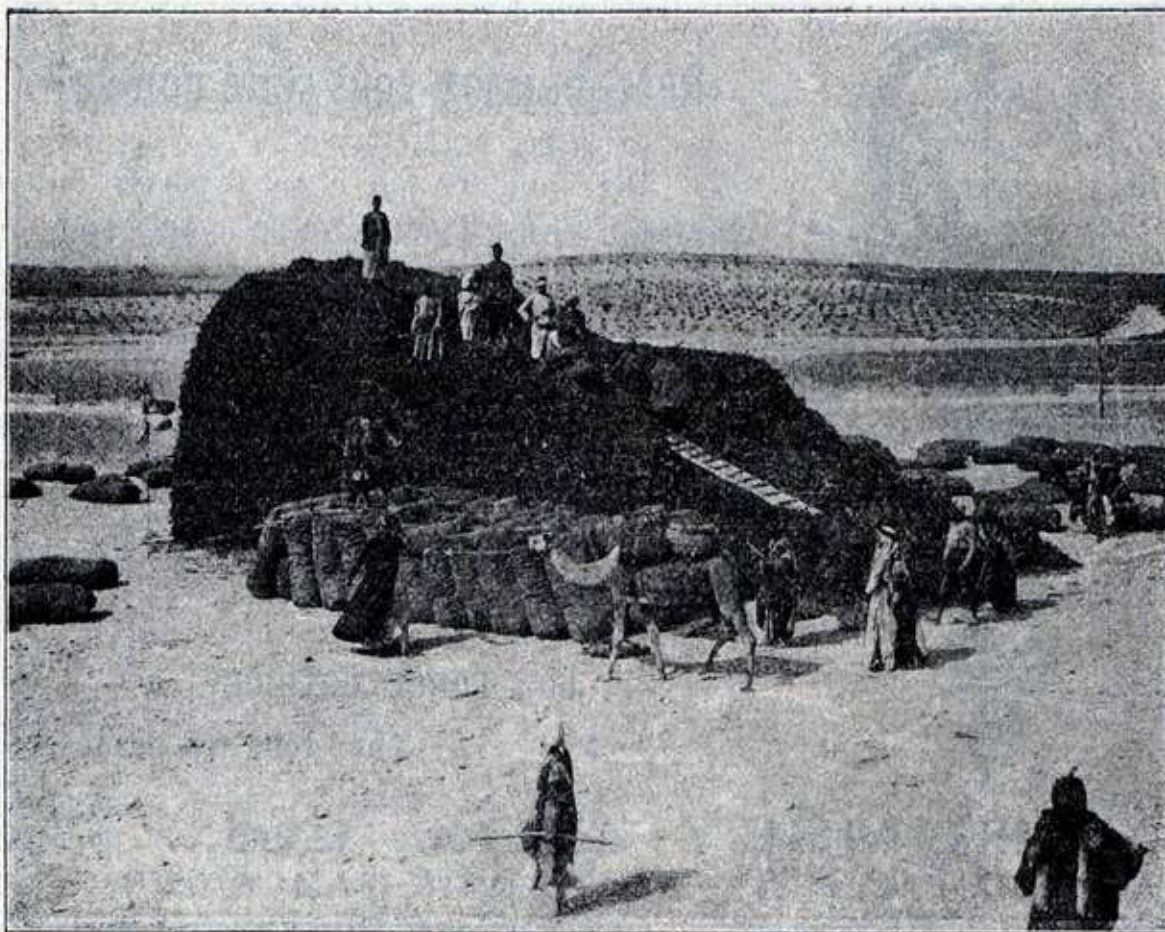
million. Therefore, from an export business of Rs. 3 to 10 million, Russia has increased her trade with the United States to at least Rs. 65 to 70 million, annually.

" This growth in trade with the United States is the result of a demand in America for Russian raw hides and the cheaper grades of wool and numerous other articles. It may be interesting to state that the United States buys over 266 different articles from Russian exporters. Some of the principal products like caviar, for example, are shipped through Germany and consequently the Bill of Lading changes, and they enter American ports as German goods. The notable increases of 1912 are approximately :—

Alcoholic products.....	Rs.	21,712	Furs, dressed and raw ..	Rs.	725,406
Books and pictures.....	"	47,120	Hides and skins.....	"	18,703,036
Bristles.....	"	52,194	Jewellery.....	"	27,456
Broomcorn.....	"	5,052	Manganese ore.....	"	648,108
Caviar.....	"	298,342	Rubber waste.....	"	191,034
Ergot of rye.....	"	29,226	Seeds.....	"	165,256
Licorice root.....	"	44,368	Beans.....	"	104,880
Flax, hemp and tow.....	"	843,508	Wool.....	"	2,431,906

" There has been on the other hand, a like growth in America's trade with Russia. Ten years ago it appears that the United States was selling to Russia, goods to the value of about Rs. 50,000,000. In 1912, as far as we are able to learn, Russia purchased from the United States, direct and indirect, products to the value of Rs. 160,000,000 to Rs. 180,000,000.

" Of course out of this grand total, raw cotton constitutes the greater part, about Rs. 100,000,000, agricultural implements and machinery Rs. 30,000,000. The " combined " commerce therefore of Russia and the United States will probably approximate Rs. 200,000 to Rs. 250,000,000,000."



Photograph by the American Colony, Jerusalem.

## A PILE OF LICORICE ROOT READY FOR SHIPMENT AT ALEPPO.

### The Licorice Trade of Syria.

(by John B. Whiting of the American Colony, Jerusalem.)

The use of tobacco in smoking and chewing has in these days become so wide spread, and its manufacture so extensive and important, that the trade in licorice root, the extract of which is an ingredient in most brands of the finished article, becomes a question of no little interest. Where and how is this sweet root obtained? What are the proportions of the trade that produces it? When we understand the latter and take into consideration how small an ingredient licorice forms of the output of the many factories in many lands devoted to the manipulation in the famous weed that ministers solace and enjoyment to millions, then we are helped in our conception of the vastness of the manufacture and commerce involved.

A very considerable part of the licorice root used in America is from marshy plains in Turkey and Russia. The largest and perhaps the only firm directly and exclusively engaged in gathering it in these regions is an American concern known as the MacAndrews and Forbes Co. This was originally an English business house but was later acquired by American capital. However in the management of the company there are still many Englishmen.

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Photograph by the American Colony, Jerusalem.

### CONVEYING the LICORICE ROOT to RAILWAY STATION.

This root is not cultivated but grows wild in large quantities, generally in great stretches of open ground where the soil is more or less damp. It is regarded as a serious pest and greatly interferes with cultivation. Much land is abandoned to it, while some is plowed and sown notwithstanding its presence. It is a perennial herb of the genus *Glycyrrhiza* of the bean family. The licorice of commerce is obtained by evaporating an infusion of the sliced roots. This solidified substance is used for flavoring confectionery and beer as well as entering into the make-up of most of the brands of smoking and chewing tobacco.

The growth above ground of the plant is about two feet while the root is about as deep beneath the soil. The lands in Syria from which the root is gathered is leased from the owners, the condition, as far as lands that are cultivated, being that the digging out of the licorice root must cease when the time comes for planting the cereal crops. The result is, as far as these lands are concerned, that the getting out of the roots must be done quickly as soon as the rains, which generally begin in October have somewhat moistened the ground, as it would be very difficult to do the digging in the long dry summer.

The collecting stations of Syria are at Antioch, Aleppo, Baghdad and Damascus. The company mentioned has other stations in the Smyrna district as well as in parts of Russia. Around the main stations are smaller depots located in the midst of the fields each in charge of a man whose duty is to receive and guard the licorice as brought in by the natives. These

latter dig out the root with primitive picks such as were doubtless used in the time of Abraham, and carry it on donkeys and otherwise as they can to the local station where it is weighed, as the payment is according to the quantity by weight, and they receive a receipt for the amount delivered. Travelling cashiers mounted on horses make the rounds of the depots collecting and paying for the receipts.

The root is piled in great stacks and when the digging season is over a watchman takes charge and the root remains thus stacked through the winter and the following summer when it becomes quite dry and is ready for transportation to the coast. Great care has to be exercised that the stacks do not heat or mildew.

One of the greatest questions involved is that of transportation. All the root from Aleppo and Antioch has to be carried to the seaport of Alexandretta. The largest contractors are Bedouins from near Hamma. These receive large sums in advance to enable them to buy camels and it is said by the members of the firm who are conducting the business that these Bedouins are always faithful in carrying out their contracts. The root is packed into huge bags two of which form a camel load. The transportation is also paid for by weight, and the weight is carefully checked when finally delivered. These Bedouins are found to be quite honest and faithfully deliver the quantity of root entrusted to them; but in their eyes the root is of little or no value, and they have no compunctions about making a little fire of the

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dry roots with which to bake a loaf of bread. This is the point that has to be guarded in the matter of weight.

At the port of Alexandretta the firm mentioned owns several large presses which are located on the sea shore. Several of these came into their possession by buying out other concerns which had embarked in the business. They thus came into possession of valuable tracts of land which are likely to greatly increase in value, as here at this port is to be the chief outlet of the Aleppo section of the new Baghdad railway, and here are to be constructed a harbor and a branch line from the main line, which will give Alexandretta considerable importance.

Here, as our illustration shows, are seen immense stacks of the licorice. For shipment it is pressed into conveniently sized bales by hydraulic presses, a couple of bands of strap iron being sufficient to hold one of the tightly compressed bales together. The bales are stored in large warehouses until shipped. Specially chartered ships carried the bales direct to America until the recent organisation of the *America-Levant Line*.

The Aleppo district gathers and exports on an average an aggregate of 8,000 tons annually of dry licorice root, while Baghdad yields about 6,000 tons and Damascus 500 tons. All these stations are worked by the company itself except Damascus whence it is supplied to them by native contractors. At Alexandretta one press is owned and operated by a native concern but they sell their entire output on the ground to the American company mentioned.

At Smyrna a small quantity of the root is extracted for the European trade, and all the rest of this great annual harvest of root is shipped in a raw state to the United States, and thus the paying of duty is avoided.

The industry is a great blessing to this comparatively poor region, employing as it does many hundreds of natives and bringing cash into the country instead of taking it out as so many foreign enterprises do.

The writer on a recent visit to Aleppo, Antioch and Alexandretta, found that the American firm which has this great enterprise in hand was held in esteem and praised by all who spoke of it. It pays good wages and the positions given are much coveted.

The process by which the licorice is extracted from the root has already been spoken of, and it is interesting to add that after this is completed the pulp is pressed, with American ingenuity, into boards which are used in cabinet work and which are said to make up into novel and handsome articles.



**Third Annual Meeting.** — The regular annual meeting of the Chamber was held in Constantinople on January 29, 1913, and proved to be one of the most successful meetings held thus far. The various committees made their reports, and officers and directors were elected for the coming year, as appears on the first page of the present issue. Honorable Charles R. Crane of Chicago and William C. Redfield, who has since accepted appointment as Secretary of Commerce in the new cabinet, were elected honorary members of the Chamber. The Secretary's report showed a substantial increase in the membership and the Treasurer's report showed the finances of the Chamber to be in a better condition than at any previous period with a balance of Ltq. 280.93 on January 1, 1913.



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## L'Amérique, marché de soie grège, en 1912

Pendant ces douze derniers mois les prix de la soie grège se sont relevés grâce aux progrès d'affaires accomplis par ce produit. Les demandes de soie grège affluèrent de toutes parts tandis que son emploi se vulgarisait. On emploie actuellement beaucoup plus de soie qu'auparavant dans la lingerie et la bonneterie. Les fabriques de coton et de soie consomment de plus en plus de la matière brute, l'énorme industrie de chemises en étant un des plus grands tributaires.

Nous ne devons pas non plus oublier que ces progrès sont largement dus aux modes féminines qui adoptèrent la soie dans leurs dernières créations. Jetons un coup d'œil sur le tableau ci-dessous et remarquons la différence entre les bas prix des mois de Janvier et de Décembre.

Les soies japonaises ont augmenté d'une façon notoire depuis le 1er Juillet, leur chiffre dépassant 15.000 balles, et alimentant l'industrie de la soie et de la bonneterie. La production totale jusqu'en Juillet 1912, s'élevait au Japon à 146.000 balles dont les 71% ont été exportés en Amérique et l'on prévoit pour la récolte actuelle un total de 165.000 à 170.000 balles. Nous croyons savoir que cette augmentation aussi sera absorbée, et même à des prix plus élevés, car depuis le mois d'Août le renchérissement de la soie a suivi une marche ascendante due à l'emploi très répandue de la soie pour les nouveautés d'automne et d'hiver. Les soies italiennes fluctuèrent d'abord à cause des demandes de l'Europe, puis à cause des achats effectués par l'Amérique qui importa la soie d'Italie en raison de l'adoption des soies teintes. En somme la différence se déclara vers la fin de l'année se chiffrant à 30% de gain sur la soie de premier ordre.

Les soies de Chine furent aussi demandées en raison des progrès de l'industrie des étoffes en coupons.

	—Janv.—		—Fevr.—		—Mars—		—Avril—	
	High.	Low.	High.	Low.	High.	Low.	High.	Low.
Kansai No. 1 (best).....	\$3 55	\$3 47½	\$3 65	\$3 52½	\$3 60	\$3 52½	\$3 60	\$3 55
Kansai XX (Crack Chops)	3 85	3 75	3 95	3 80	3 85	3 75	3 82½	3 75
Sinshlu No. 1.....	3 45	3 37½	3 60	3 42½	3 52½	3 40	3 50	3 45
Classical.....	3 70	3 62½	3 67½	3 60	3 75	3 65	3 77½	3 70
Canton XX A.....	3 22	3 00	3 17½	3 05	3 22½	3 15	3 22½	3 15
	—Mai—		—Juin—		—Juill.—		—Août—	
	High.	Low.	High.	Low.	High.	Low.	High.	Low.
Kansai No. 1 (best).....	\$3 60	\$3 55	\$3 60	\$3 50	\$3 55	\$3 47½	\$3 67½	\$3 47½
Kansai XX (Crack Chops)	3 82½	3 75	3 90	3 82½	3 85	3 75	3 95	3 85
Sinshlu No. 1.....	3 47½	3 40	3 50	3 37½	3 40	3 35	3 55	3 37½
Classical.....	3 77½	3 72½	3 75	3 70	3 70	3 70	3 90	3 70
Canton XX A.....	3 20	3 15	3 07½	3 00	3 10	3 00	3 15	3 00
	—Sept.—		—Oct.—		—Nov.—		—Dec.—	
	High.	Low.	High.	Low.	High.	Low.	High.	Low.
Kansai No. 1 (best).....	\$3 70	\$3 62½	\$3 97½	\$3 70	\$3 80	\$3 70	\$3 67½	\$3 52½
Kansai XX (Crack Chops)	3 97½	3 92½	4 22½	3 97½	4 17½	4 10	4 07½	4 00
Sinshlu No. 1.....	3 55	3 45	3 77½	3 57½	3 67½	3 55	3 55	3 45
Classical.....	4 00	3 95	4 05	3 95	4 05	4 00	4 00	3 97½
Canton XX A.....	3 22½	3 20	3 50	3 22½	3 50	3 35	4 35	3 27½

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## L'Exportation des Cotonnades Américaines en 1912.

L'année 1912 a vu l'Amérique battre tous les records d'exportation de cotonnades.

La plus grande partie de nos produits a été dirigée sur les Philippines, la Chine venant seconde, suivie de l'Amérique Centrale. Le commerce avec les Indes Orientales Britanniques a été assez bon, tandis que celui d'avec les ports de la Mer Rouge a dépassé tous les chiffres exportés durant ces dernières années. De sorte que l'exportateur peut considérer l'année 1912 avec satisfaction, non seulement à cause de l'intensité des affaires conclues mais aussi à cause du bon vouloir relativement progressif du fabricant, qui commence à tenir compte des réclamations que l'on formule. Les particularités et les minuties exigées par le marché des Philippines ont apporté cette dernière transformation. Quoique le commerce des cotonnades ait atteint, grâce au protectionisme la somme de \$4.052.852 en 1912 cette protection seule n'aurait pas eu beaucoup d'effet si les fabricants avaient refusé de faire des indiennes avec des dessins spéciaux et des textures nouvelles d'étoffes, ou bien les différents finis que l'on requiert pour les qualités blanches. Il est vrai que le marché des Philippines vu son importance, peut s'assurer toute l'attention des fabricants, mais si l'on pouvait les persuader généralement que les sacrifices consentis au commencement sont un espoir pour l'avenir, ils prêteraient leur attention à des marchés beaucoup moindres. Le commerce américain avec la Mer Rouge a été très discuté. En 1910 il a été exporté des marchandises pour \$464.413; d'ailleurs il avait été clairement établi que si les cotonnades américaines avaient été écartées de ce marché-là, c'était grâce à la négligence. Tandis que maintenant il n'existe pas un second champ d'action où nos produits soient poussés plus énergiquement. Il fut un temps où la question du prix avait énormément favorisé les marchandises d'Italie, de Belgique, d'Autriche, d'Angleterre et des Indes; la plupart de ces dernières sont d'une qualité inférieure aux nôtres et conviennent en conséquence à une catégorie d'acheteurs seulement, au lieu que les produits américains quoique plus chers, sont d'une qualité incontestablement supérieure. Les exportateurs américains ont refait leurs prix et de la sorte ont reconquis le terrain perdu, à l'exception de l'Afrique Italienne où des tarifs protectionnistes en faveur de l'Italie empêchent toute concurrence. Des cotonnades légères (6, 15 yds par livre) ont été expédiées aux ports érythréens; les envois se montent en tout à \$2.026,394.

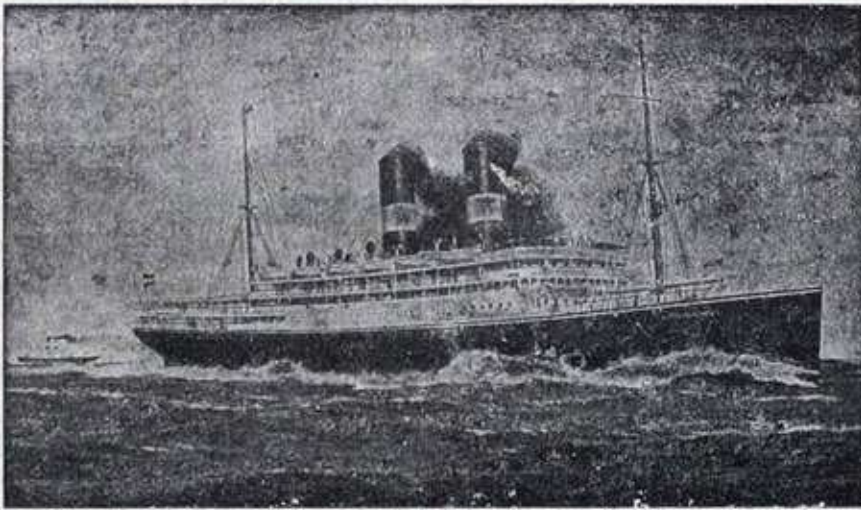
Les Indes ont aussi acheté avec persistance et l'on présumait pour Décembre, un total de 32.000 balles. C'est presque le double de ce qu'on expédiait ordinairement, surtout si l'on considère que le commerce américain de cotonnades aux Indes se limite en somme à une façon de marchandises, la quantité expédiée ne peut être que très flatteuse pour nos fabricants. Voici les principaux centres acheteurs: Bombay avec 21.500 balles, Karachi avec 6.000 balles, Calcutta avec 3.250 balles et Colombo avec 1.250 balles. Le plus important client de l'Angleterre en ce qui concerne les cotonnades, c'est les Indes, mais à cause des particularités de fabrication et de la qualité en général inférieure, il a été impossible de nous faire la concurrence en certaines nouvelles spécialités.

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 ,, ARGENTINA  
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s/s OCEANIA  
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 ,, EUGENIA  
 ,, N° 24 (*Building*)  
 ,, GEORGIA  
 ,, IDA  
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## American Export Manufacturers' Association.

It is stated in American newspapers that F. W. Gregory, Esquire, has been appointed active Secretary of the American Export Manufacturers Association. Mr. Gregory, formerly in charge of the export department of the Simmons Hardware Company, has travelled in many foreign countries and is thoroughly familiar with American export trade. With the honorable W. C. Redfield as President and Mr. Gregory as Secretary, the American Export Manufacturers' Association enters upon a career of largely increased usefulness in American foreign affairs.

At the third annual convention of the American Export Manufacturers' Association held in New York Sept. 20-21, 1912, many excellent speeches were made, but none more lucid or progressive than that delivered by Congressman Sulzer, now Governor of New York State. He spoke on the cultivation of more cordial, social and commercial relations with foreign countries, on the American diplomatic and consular services and the necessity of their entire separation from American partisan politics, on the American merchant marine...

On this topic, Mr. Sulzer expressed himself as follows :

" We want a merchant marine. The American business man is the smartest business man, in many respects, that there is on earth, and we must do justice to the American business man and say that he never invests a dollar in anything unless he knows that it is going to pay, and whenever you can make building ships pay American capital will go into the business, and it will never go into the business of building ships until ships pay.

Now, how are we going to make building ships pay? Are we going to do it by free

ships? That was the old Democratic policy. If you look at the old Democratic platforms you will see they always had in free ships, but they never gave us free ships. Then the Republicans came along and they said they would restore the American merchant marine and would do it through subsidies. They tried it, and tried it, and never built a ship. Now I am satisfied you cannot pass through the Congress of the United States a free ship bill. The nearest we Democrats ever got to this was the Panama Bill, putting into it a proviso that all material that went into a ship should come in free. That is the nearest we will ever get to it. You can never pass a bill for ship subsidies because it is a temporary expedient, and as soon as you stop subsidies you will stop building ships. The American people are so constituted that they do not like to take money out of one man's pocket and put it into another man's pocket. That is all subsidy is.

We just want to go back to the fundamentals, back to the A. B. C. of the American Government, to what Alexander Hamilton, one of the greatest of our statesmen, and Thomas Jefferson agreed on in 1782. They simply said: We will give the preference to American ships, built in American shipyards by American labor, and manned by American sailors. And they gave those ships a preference of 5 per cent ad valorem over and above foreign ships carrying merchandise coming to this country. In fifteen years we carried 95 per cent of all our own merchandise, and a good part of that of the rest of the world, and we had the greatest merchant marine on earth.

That is called preferential duty, giving the preference to our own ships over foreign ships. We stopped it in 1828, and from that day to this our merchant marine has been gradually disappearing, until to-day it is a thing of the past."

On the same topic, and on the same occasion, a speech was made by the honorable Charles H. Sherill, late American Minister to Argentina, of which the following extract will

interest readers of the *Levant Trade Review*.

"I have in my hand clippings from the *London Times* and *Standard*, and from some of the leading German newspapers which show very clearly that the increased and ever increasing naval activity of both Germany and England is caused by the opinion in both countries that a war between them is inevitable. I spent the greater part of a year in England, and the papers were constantly full of this sort of news.

Suppose for a moment that war should break out next Saturday night. What manufacturer of the United States would trust his goods on a ship of either nation? To-day I received the latest official returns from Washington, showing that 75 per cent of our trade was carried in English and German bottoms. The result of a war would be that our foreign trade, for which the American manufacturers have been working, and which is increasing with gratifying rapidity, would receive a shock unparalleled in its history. Your goods would remain upon our docks and the effect of this sudden check upon our manufactures would be felt not only by the manufacturers but in the furthest corner of our country and in the most remote farm-house. This presents to you a danger which can only be remedied by the taking of extreme measures to so assist our merchant marine that it can compete with that of any other nation.

In the beginning of our Republic our wise forefathers lent to our merchant marine such legislative assistance as enabled us to build up such a fleet as not only to be among the leaders upon the high seas, but also, when there came the clouds of battle, to win for us the war of 1812. So successful did our seamen become that no less a man than James Buchanan stated in Washington that Governmental assistance was no longer necessary to retain our supremacy upon the high seas. As soon as this Governmental assistance was withdrawn our supremacy began to slip away from us.

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Steadily we have gone down, until instead of carrying 80 per cent of our foreign trade and much of that of other nations, we are to-day carrying only 8 per cent of our trade. There seems no way of regaining our position upon the seas than by once more invoking Governmental assistance.

To-day we are the laughing-stock of the world, because after building the Panama Canal at the cost of hundreds of millions of dollars we are listening to the sophistry of those who would deprive us of any return from our enterprise. I know that in Europe statesmen and merchants are amused at the spectacle of the United States building a canal for their benefit."



## Railway Construction in Palestine.

(From Consul William Coffin, Jerusalem.)

Various reports of the branch of the Hedjaz Railway, now under construction by the Turkish Government from Afuleh

to Jerusalem, have been published in European newspapers, and there seems to be an impression that the project is nearer completion than it really is.

Afuleh is a station of the Hedjaz or Mecca Railway on the plain of Esdraelon. It is proposed to construct a branch line from there, via Jenin and Nablus, to Jerusalem, and possibly to continue the line further south to Hebron and Beer-sheba. Rails have been laid to within a short distance of Jenin, and it is to be hoped that by March, 1913, construction will be completed as far as that point. The route from Nablus to Jerusalem has not yet been announced; it is understood that three have been surveyed and are under consideration. It is doubtful whether the Government will carry on the construction of the line beyond Jenin for some time to come.

(Published in the *Daily Consular and Trade Reports*, December 31, 1912).



## Increased Commerce of Bulgaria.

(From American Minister John B. Jackson, Bucharest, Roumania).

The latest statistics available showing the trade of Bulgaria are for the first six months of 1911. The value of the imports for that period was \$16,507,561, compared with \$14,883,346 for the same period in 1910. The exports were valued at \$15,014,543 and \$9,077,196 for the first six months of 1911 and 1910, respectively.

These figures show a considerable increase for the first half of 1911 over the corresponding period for preceding years, both as regards imports and exports, but especially the latter. The increase in imports was principally in locomotives and locomobiles, firearms of all kinds, hides, textiles, and machinery, that in

exports, in maize and other cereals and agricultural and animal products generally. The value of the imports from the United States for the first six months of 1911 was \$217,238, as compared with \$129,909 for the 1910 period. The exports to the United States for the first six months of 1911 were valued at \$85,675, compared with \$106,862 for the 1910 period. Only \$2,374 worth of vegetable oils for industrial purposes out of total imports valued at \$33,631 came from the United States, and of the total imports of iron and steel tools valued at \$69,016, only \$489 worth came from the United States although American products receive most-favored nation treatment. About one-third of the agricultural machinery imported came from the United States and almost an equal quantity from England.

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Bulgaria is developing with great rapidity, and a profitable market for many American products could easily be found by persons making an intelligent study of local wants and conditions. As yet the United States takes almost no part in supplying the country with pottery and glass, iron bedsteads, locks, cutlery, nails, paper, woolen and cotton goods (except unbleached cotton), cords and twines, wheeled vehicles, electric appliances, watches, firearms, jewelry, and many other articles.



### La Farine Américaine en 1912.

La ville Minnéapolis a produit, à elle seule, en 1912, 17.034.935 sacs de farine de blé, son plus grand rendement (1912) avait été évalué à 16.260.105 sacs, et n'avait jamais été dépassé jusqu'à ce jour. Les mino-

teries de Minnéapolis avaient moulu en 1911 15.795.470 sacs de blé.

La consommation domestique s'accroît si rapidement, que de toute la production de 1912, on n'a pu en exporter que les 6,65 %.



### Congress of Russian Manganese Producers.

(From Leslie A. Davis, Batum.)

The Committee of Manganese producers in the Sharopan district in the Kutais government has requested permission to call a Congress of Manganese producers to discuss statistics of mine production, quantities of ore in railroad stations and exported, means of transportation to warehouses of Transcaucasian Railway at Tchiaturi and elsewhere, construction of branch railway lines in mining regions, bringing water to mines, measures for preserving health of mine employees, organisation of insurance of workmen and hospital funds according to the recent law, and other questions.

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## 12.500.000 abonnés au téléphone

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Le nombre des postes d'abonnés au téléphone pour toute la terre s'élevait au 1er janvier 1912, à 12.500.000 unités. Ces postes étaient reliés entre eux par plus de 47.500.000 kilomètres de fil pouvant ceinturer mille fois la terre d'un réseau de bronze.

C'est l'Amérique qui détient de loin les records du nombre de postes d'abonnés au téléphone et de la longueur des lignes, ainsi qu'on peut s'en rendre compte d'après le tableau suivant :

	Nombre de postes d'abonnés	Longueur des lignes en km.
Amérique . . . . .	8.866.000	31.065.000
Europe . . . . .	3.239.000	15.232.000
Asie . . . . .	166.000	576.000
Afrique . . . . .	41.000	232.000
Australie et Océanie . . . . .	141.000	496.000

On voit que, sur le nombre total de postes téléphoniques, la part revenant à l'Europe n'est que de 26,3% alors que pour les Etats-Unis cette part s'élève à 67,4%.

Une curieuse comparaison a été établie par les statisticiens entre les trois principaux moyens de correspondance : les conversations téléphoniques, les télégrammes et les lettres. Alors qu'en Europe, la *lettre* détient toujours le premier rang, aux Etats-Unis elle est reléguée au second. Les Américains aiment mieux parler qu'écrire.

En 1909 on a décompté :

	Europe en millions	Etats-Unis en millions
Conversations téléphoniques	4.937 ou 24,0%	12.617 ou 57,8%
Lettres . . . . .	15.387 — 74,3%	8.793 — 40,9%
Télégrammes . . . . .	345 — 1,7%	98 — 0,4%

Mais le nombre des conversations téléphoniques, a encore augmenté depuis quatre ans. En 1911 on a enregistré plus de 22 *milliards* de communications, et en 1912 on a atteint presque les 25 *milliards*.

La ville du monde qui compte le plus d'abonnés au téléphone par rapport à la densité de sa population est Los Angeles, en Californie. On y compte 24 postes pour 100 habitants. Stockholm vient au second rang avec 20 postes pour 100 habitants. A Paris, on ne compte que 2 habitants et un septième sur cent qui aient le téléphone. Mais le record minimum des grandes capitales est détenu par Saint-Pétersbourg avec 2,2 postes pour 100 habitants.

Constantinople n'est pas encore classé dans cette statistique ; mais il va l'être. Il faut espérer qu'il se fera tout aussitôt classer en bonne place.

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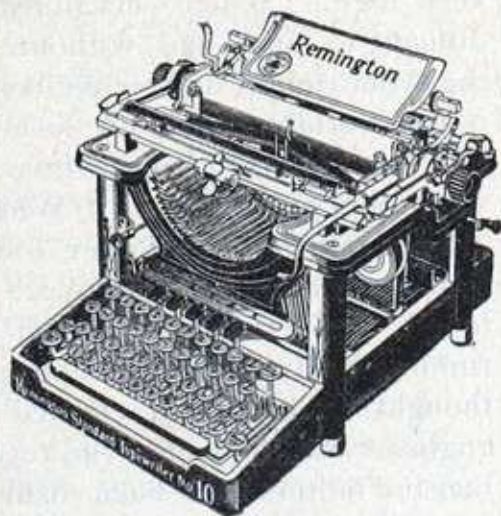
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### Market for Motors in Syria.

(From Consul General W. Stanley Hollis,  
Beirut, Asiatic Turkey).

A business man who has been importing American motors for the last 12 years stated recently that he believed there was no longer a market for American motors in this part of the country.

There was formerly no competition by English and German manufacturers, but at present the English are offering on the Beirut market motors of strong construction and of horsepower equal to the American, at prices 25 per cent less, and are besides giving long credits and the opportunity to test motors fully before buying. The agent has some American motors in stock which he has not been able to dispose of since the introduction of the English product.

If a number of American manufacturers of motor accessories, such as pumps, thrashing machines and oil presses, would combine with others handling agricultural machinery and implements and appoint a trustworthy temperate American of business and mechanical ability as their agent here and would allow him to sell on credit, they could undoubtedly do a very good business here.

### German Firm Controls Trade in Haifa.

(Consular Agent Theodore J. Struve, Haifa,  
Palestine).

Several motor engines using refined petroleum have been sold in Haifa and vicinity for use in irrigation, saw-mills and olive mills. Most of these motors were supplied by the Gasmotoren-Fabrik Deutz of Deutz, Germany. Several other firms have tried to sell their engines here, but could not compete with this firm.

Users of motors here demand long-term payments and no local importing firm can afford to buy such motors in America for cash and wait for their own money, as bank rates are very high. Skilled machinists are difficult to find, and without them the seller cannot deliver the machine in full working order. A local firm sold two motors to a man who wanted six motors for irrigation. When he did not return for the other four the firm sent out an employee, who found that the motors had been running badly and that the purchaser thought he had been cheated. An engineer was then sent, who reported that the motors had been badly set up, and it was necessary to send out a machinist to put them into shape. They are now in good condition and are running well, and

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the owner has taken more of the same kind.

Those who want motors also want pumps and other material and usually desire to know how much the whole plant is going to cost, including pump, motor and piping. It takes time to secure this information from the American and European manufacturer, and in the meantime the Gasmotorenfabrik Deutz has usually obtained the order, as it has at Haifa two engineers and some machinists beside an office force. The engineers travel all over the country and if they find that someone intends to order a plant they make their calculation and offer the plant, all ready for use, that is, completely set up.

It is suggested that several American concerns manufacturing motors, pumps, mills, agricultural implements and tools unite and found an American company somewhere in Syria, with their own engineers and machinists, whom they could send around among their prospective buyers to canvass for orders, and then they would need only commission houses or correspondents as their agents in other smaller places in Syria. Such a company could without doubt do a very good business in Syria.

## Potential Demand for Oil Motors.

(Acting Consular Agent James H. Nicol, Tripoli)

Up to the present there has been very little demand for oil motors in this district, although three or four have been imported in the last five or six years to be used for simple woodworking mills and ice-making machines. It is thought, however, that there is a large potential demand for them in sash and door making, flour milling and agriculture.

A local firm is negotiating with a British company for a motor-power plow for use on the Akka plain and if this should prove practicable the demand might grow to considerable proportions. Other industries could also make use of them, and judicious advertisement might soon create a demand for them.



## Growing Use of Motors in Damascus.

(Consular Agent Nasif Meshaka, Damascus).

There is an opening in the Damascus district for the sale of motors, as people are beginning to see their usefulness for all purposes where cheap and economical power is desired. If America can afford to sell these motors for the same price that Europe does a good business can be done here.

The motors used are now imported from Germany, England, Switzerland and other countries. The Singer Sewing Machine Co. has sold one motor and has another here as a sample, but it is interested in this trade only in connection with its speciality of sewing machines. A Belgian company, the "Société Anonyme Impériale Ottomane d'Eclairage et des Tramways Electriques, sells 90 per cent of the motors disposed of in Damascus. They are used here for weaving, sewing, embroidery, knitting, carpentry, smithwork, hoisting machinery, glass and ice factories and irrigation pumps.

§

### Les Tissus de Mohair Substitués à la Laine

Il a été noté que lorsque la saison d'achat pour le printemps de 1913 battait son plein en Amérique, les drapiers en gros, les maisons d'expédition, les marchands-tailleurs et les marchands de nouveautés passèrent des commandes pour des étoffes de mohair avec une persistance inaccoutumée. Cependant les articles en mohair pour hommes ne sont pas de mode récente. La vente de cette étoffe se pratiquait depuis de longues années sur une petite échelle mais les acheteurs se rendirent compte que la demande serait grandement augmentée s'ils pouvaient surmonter certains obstacles.

Les premiers essais de vulgarisation ne furent pas heureux, vu que les variétés de style étaient limitées, et qu'elles habillaient mal, mais l'année dernière un ravirement s'opéra, dû aux modèles plus nombreux et à la coupe plus perfectionnée, et les spécialistes pour vêtements d'été commencèrent à s'occuper plus sérieusement de cet article.

Les lanceurs de modes et de nouveautés étrangers exhibèrent des étoffes de mohair correspondant à tous les échantillons de laine manufacturés jusqu'à lors, nos fabricants produisirent aussi un grand assortiment des mêmes étoffes. De plus, ces derniers comportaient des cotonnades demi-soie ou demi-laine, garanties contre le rétrécissement et en outre imperméables, de beaucoup supérieures aux imitations de laine que, dans une certaine mesure, elles supplantaient.

§

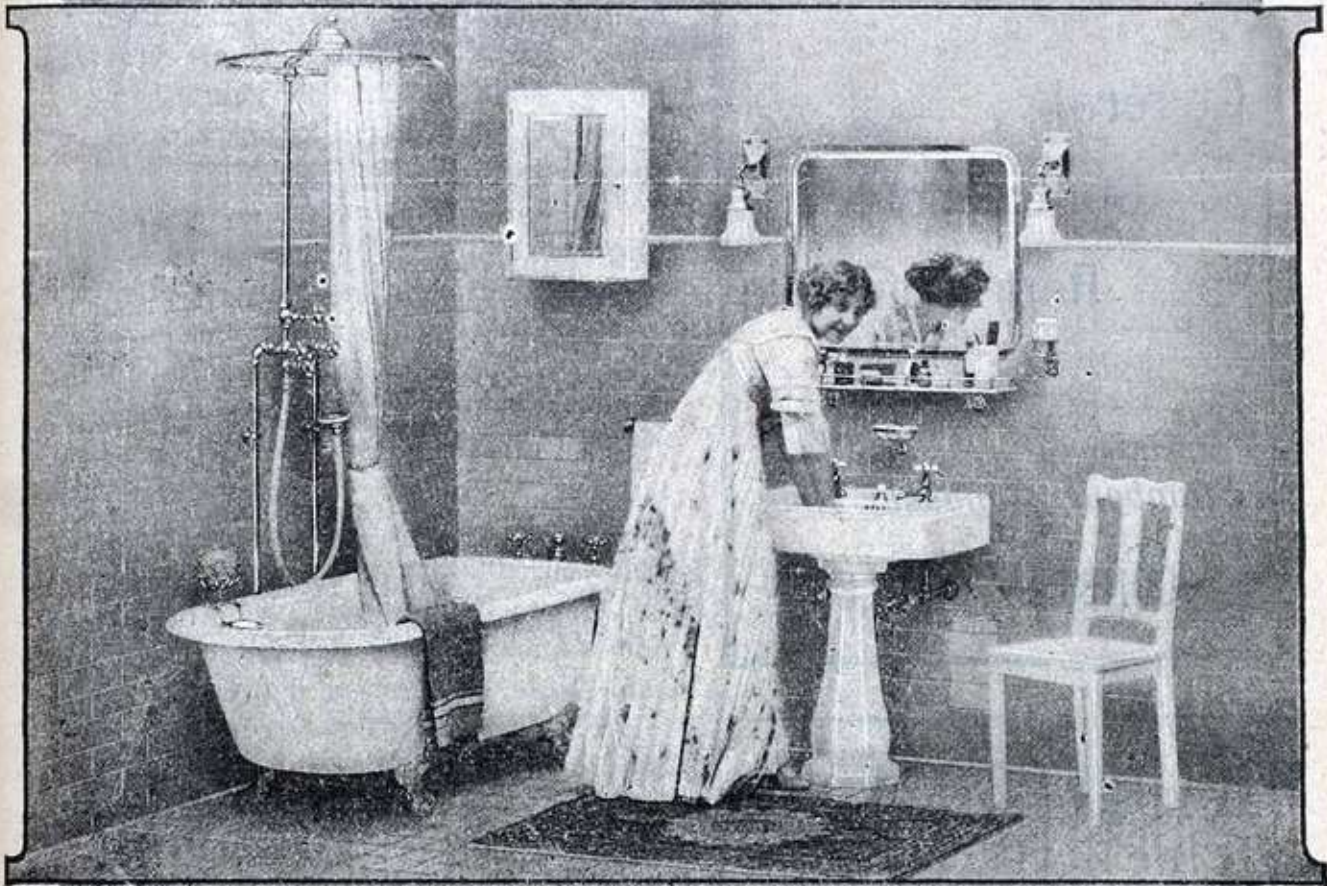
**Contributions.** — *Levant Trade Review* is issued by and for the members of the *American Chamber of Commerce for the Levant*. It is the duty as well as the privilege of each member to contribute to its columns so as to render it as useful and valuable as possible along practical business lines. As regards the language to be used, the Committee has laid down the principle that articles especially intended to be read in America should be in English while articles especially intended to be read in the Near East should be in French.

§

**Collaboration.** — *La Levant Trade Review* est publiée par et pour les membres de la *Chambre de Commerce Américaine du Levant*. C'est le devoir autant que le privilège de tout membre de collaborer à ses colonnes afin de rendre cette revue aussi utile et appréciable que possible en matière de questions d'affaires pratiques. Quant à la langue à employer dans la rédaction, le Comité a posé pour principe que, les articles spécialement destinés à l'Amérique doivent être en anglais, tandis que ceux qui s'adressent surtout aux lecteurs de la Revue dans le Levant, doivent être rédigés en français.



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## Les différents emplois des graines de coton

La graine de coton en tant que facteur d'utilité domestique ne compte son origine qu'à partir de la guerre de Sécession (1860-1865). Cette graine était considérée jadis comme une nuisance et un rebut. Il est vrai qu'on avait essayé de l'employer avant l'invention de la machine à égrener le coton, en 1794, et les Frères Unis produisirent quelques échantillons de son huile en 1770, de même qu'un brevet avait été délivré pour un mode d'extraction, mais en pure perte. Cependant, les produits de graines de coton s'élevaient en 1880 à sept millions de dollars, et ce n'était encore qu'un commencement. Le *Railway and Engineering* de Chicago en entamant ce chapitre dit: "D'une façon générale, les graines de coton sont employées soit comme comestible, soit comme matière première. Ainsi l'on s'en sert pour les couvre-pieds, pour rembourrer les coussins, coussinets, matelas, colliers de chevaux et pour les meubles en général, ou bien on les mélange avec la laine pour confectionner des coiffures pour la lingerie; de même que pour la fabrication de mèches, tapis, cordes et ficelles; la cellulose est aussi employée pour la soie artificielle et le papier, et sert aussi de base pour les matières explosives.

Mais ce n'est pas tout; les cosses servent aussi à l'alimentation et comme engrais; elles entrent aussi dans la texture d'étoffes teintes, dans l'alimentation du bétail, de la volaille, des chevaux et des porcs; les confiseries et les minoteries sont aussi tributaires de ces cosses.

Quant à l'huile de coton elle entre dans la fabrication des produits de lard, de l'huile de beurre, de l'huile

de cuisine, de salade, de l'huile d'olive et des oléomargarines. C'est une huile préservative pour les sardines et les olives. Elle est employée par les mineurs, mélangée avec les huiles lubrifiantes et le mastic, très utile aussi pour les bandes (pneus) d'automobiles. De plus c'est un ingrédient pour le savon, les poudres de lessive, etc. On compte en tout 53 produits qui en dérivent. Des millions de capitaux sont investis dans cette industrie qui emploie des milliers de personnes." *The Manufacturers' Record* dit à ce sujet qu'Edward Atkinson de Boston, qui a rendu de grands services à l'industrie du Sud dans son exposé des conditions existantes, a affirmé il y a quelques vingt cinq ans que les graines de coton pesant deux fois autant que la fibre, vaudraient un jour, tout autant. Il y a de quoi espérer que cette prophétie se réalisera. Les étapes parcourues par cette industrie dans les 40 dernières années ont été prodigieuses. Une exposition profiterait beaucoup et pourrait stimuler les ardeurs inactives, tout en imprimant une impulsion devers les perfectionnements éventuels.



### Russo-American Society.

Moscow, Russia, Jan. 17.

A Russo-American society was formed here to-day for the purpose of cultivating mutual knowledge among the peoples of the two countries, to further trade relations and to arrange an exchange of visits. The initiative in the matter was taken by Consul General John H. Snodgrass, Professor Ivan Christoforovic Ozeroff of the University of Moscow and Professor David N. Golovnin of the Agricultural Institute.

### Railway Routes from Europe to India.

(British Chamber of Commerce Journal, London, January, 1913).

Apropos of the attention now being devoted to the question of the so-called Trans-Persian Railway, the *Pioneer*, Allahabad, has recently published a special article reviewing the other schemes for linking India with Europe by rail and illustrating these by an outline map of the regions between Constantinople and Cairo on the West and India on the East. With regard to the Bagdad Railway, it simply remarks that it should reach Bagdad within a comparatively short time, and later on be extended to the head of the Persian Gulf. Next to this it draws attention to the Port-Said-Basra line, which has been advocated by Mr. Black for years. This would traverse the northern part of both the Sinai and the Arabian Peninsulas through the Jaul oasis to Basra and Koweit. In the case of both these lines it is proposed to establish the through connection with the Indo-Persian frontier by way of Southern Persia. This continuation could either be effected along the sea-coast or by the inland route via Shiraz. From every point of view the latter is pronounced by the *Pioneer* writer to be preferable to the coast route. Next arises the question by what route the line should actually enter India, the three possible alignments being as follows:

1) Turning south and reaching the sea near Gwadur and proceeding thence along the Mekran coast.

2) Turning slightly northwards to Nushki and Quetta, and

3) Running to Karachi by way of Panjur and Lus Bela.

The last named, it is pointed out would lie to the south of Afghanistan, but it would still give a commanding position on its flank. It would traverse a country capable of a certain development, and would touch Karachi, whence it would proceed by a desert route to Delhi, the capital of India. This the *Pioneer* considers the best route to adopt, especially as by means of it very effective measures could

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be taken to check gun-running in the future. On the other hand the *Pioneer* points out that should a foreign railway from the north terminate within a short distance of this line, all the strategical objections to the Trans-Persian line would arise and come into play in the same way.

The possession of a line from India through the south of Persia would enormously strengthen Great Britain's position, while her prestige would still further be increased by her commerce practically monopolizing the southern markets. From its military point of view its value would be inestimable in enabling any hostile advance on India to be outflanked, while the whole line from Karachi to Port Said could be constructed on a different gauge from that of the foreign lines, besides admitting a straight run through, from India to Egypt.

With reference to the length of time required to cover the two routes from Calais or Ostend to Basra, the *Pioneer* considers that they are about equal, whether

one avails himself of the Visam, Constantinople and Bagdad railway route or the Brindisi to Port Said steamships and Trans-Arabian railway to Basra. There is some 1,450 miles more railway travelling on the former line than on the latter, but on the other hand the latter requires a sea journey of about 925 miles from Brindisi to Port-Said.

To compare the commercial aspects of the two lines, the Bagdad Railway runs for the greater part of its length through country which, when developed, should amply support a railway, while its southernmost section would tap Mesopotamia, once the granary of the world and likely to regain its rich agricultural character under the regeneration of its irrigatory undertakings, as designed by Sir William Willcocks.

The local possibilities of the Port Said to Basra line are, no doubt, unpromising, as the oases of Jauf and Skaka are the only fertile tracks en route, but the large pilgrim traffic would be undoubtedly

served and developed by the line, and desert lines often conduce to the expansion of trade and population. This line would in all probability secure the Indian mail contract, which would be a substantial asset. The line would be very cheap to build as there are no engineering difficulties, though some trouble might be experienced from shifting sands. The goodwill of the Bedouins, it is hoped by the advocates of the railway, might be secured by employing them to police the line and granting to the chief tribes who dwell at intervals along the total alignment a fixed allowance, payable at regular intervals so long as the railway was not interfered with.

Considering the strategical aspects of the two lines, the *Pioneer* remarks that "the Bagdad Railway will vastly strengthen the Turkish position in their Asiatic possessions and will enable other influences to be brought to bear on the Persian Gulf in a way impossible at the present time. The construction of Port Said-Basra line to India would nullify the evil effects of

such influences, and though the hold of Turkey over her Arabian territories would be increased, the prestige of the line would be British and territorial aggrandisement is the last thing to be wished for."

Although the line would run through territory under Turkish suzerainty, if not actually Turkish occupation, arrangements could no doubt be made to transport troops along it rapidly in case of need. The only place where Egypt could be menaced by the line would be at the junction of the Hedjaz Railway, and this danger would be obviated if the gauge were Indian.

The concluding paragraph is as follows: "Though the commercial aspect of the Port Said-Basra Railway is not very encouraging, yet the increase of British prestige, consequent on the construction of such a line, would round off in the south of the Gulf regions the position which would be attained in the north by the construction of the Shiraz and Khoramabad lines. This suggestion, therefore, merits a high degree of consideration."

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## La Houille Américaine

(De New York on télégraphie au  
*Daily Telegraph* ce qui suit :)

Le 21 Janvier, 1913. " Les journaux américains d'aujourd'hui parlent de M.D.A. Thomas qui vient d'arriver à New York par le *Mauretania* en lui décernant les titres de " Roi de la Houille Anglaise," " Le Trust des Charbons Anglais," " L'homme qui refusa la pairie deux fois," " Le seul homme qui ait jamais surpassé en finesse Lloyd George ", et d'autres épithètes également laudatives qui tendent à démontrer la connaissance intime qu'a l'interviewer américain du magnat de la houille galloise.

D'après ces interviews, M. Thomas désire savoir la raison de l'empiètement de la houille américaine sur celles de Galles, soit en Angleterre, soit dans l'Amérique du Sud. Ce qui le frappe étrangement c'est, dit-il, que le charbon américain coûte meilleur marché à un port maritime, éloigné des mines de plusieurs centaines de lieues de la mer. Il compte étudier les méthodes d'extraction américaines, spécialement en Pensylvanie et en Virginie. Quelques propriétaires américains se vantent de livrer le charbon de leurs mines aux ports anglais à de meilleurs prix que leurs concurrents du Royaume-Uni. M. Thomas, piqué par ce défi, est désireux d'être conclusivement renseigné à ce sujet, et sa " visite aura une influence décisive sur le développement des houillères galloises, pour toute une génération. "

On rapporte aussi que M. Thomas a en vue l'achat de plusieurs milliers d'acres de terrain houiller dans le Kentucky et la Virginie Occidentale, afin de satisfaire aux commandes qui lui viennent de l'Amérique du Sud sans léser les intérêts qu'il représente

dans ce pays. M. Thomas a dit aussi que l'industrie américaine de la houille a dépassé celle du Royaume-Uni sous tous les rapports, sauf dans l'exportation et le commerce maritime. " Vous avez supplanté nos charbons dans les Indes Occidentales," a-t-il déclaré, " et vous avez atteint notre marché de la Méditerranée et de l'Amérique du Sud." Paroles bien flatteuses pour l'esprit d'entreprise américain, et que nous reproduisons ici avec un profond plaisir.

La Pocahontas Fuel Company a passé un contrat avec le Ministère de la marine Austro-Hongroise pour la fourniture de charbons de Pocahontas, et ce, jusqu'en printemps 1913 ; un progrès de plus à enregistrer dans la conquête progressive du bassin de la Méditerranée, par la houille américaine. Un autre contrat devant courir un certain nombre d'années avait été signé deux ou trois mois auparavant avec les compagnies de navigation italiennes, qui employèrent pendant deux ans concurremment et à titre de comparaison les houilles anglaise et américaine.

L'on prétend que le Pocahontas est égal au meilleur Cardiff comme la houille productrice de vapeur, et que les consommateurs commencent à s'y accoutumer, de sorte qu'il y a une possibilité vraisemblable à ce que la Méditerranée devienne un sérieux tributaire de notre marché de houille.

Notons que la Pocahontas Fuel Company est le fournisseur exclusif de la Commission du Canal de Panama et qu'elle y expédie 500.000 tonnes de houille annuellement, d'ailleurs c'est la plus importante compagnie de celles qui ont passé des contrats avec la marine américaine.

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SALONIKI — TURKEY.

La situation dans la Méditerranée est favorisée par les prix élevés de la houille galloise. Dans l'espace de quelques semaines, les prix ont avancé de 2 s par tonne, les meilleures *admiralties* étaient cotées le 3 Janvier de 18 s 5 d à 19 s ; la seconde qualité de 17 s 9 d à 18 s 3 d, et l'ordinaire de 17 s à 17 s 6 d. Toutes les prévisions concordent à indiquer une hausse de la houille du pays de Galles et devant dépasser les prix les plus élevés qui aient été atteints lors de la prospère année 1907, cependant que la production sera supérieure à n'importe quelle campagne précédente. L'on peut s'attendre à voir cette année-ci les meilleurs charbons *admiralty* atteindre 22 s en conséquence des demandes exceptionnelles.

En attendant, les prix d'affrètement ont été fixés comme suit : de Cardiff à Port Said, un vapeur de 6.500 tonnes à 11 s 6 d (8 Janvier) et à Gènes, un vapeur de 3.300 tonnes à 10 s ½ d (10 Janvier).



### La Houille Américaine dans la Méditerranée.

Voici la teneur d'un télégramme reçu récemment de Cardiff :

“L'Italie, suivant l'exemple des Chemins de Fer Egyptiens, a passé une commande en Amérique, de 200.000 tonnes de houille, tout en invitant les mines de Yorkshire à présenter des offres pour une quantité considérable. L'Italie passe pour être une des meilleures clientes du pays de Galles. Elle possède son propre dépôt de charbon à Cardiff et jusqu'à ce jour retirait de ce port 2.000.000 tonnes de charbon par an. La raison de son ravirement actuel est le prix élevé de la houille galloise en ce moment.”



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SHEEP CASINGS, OPIUM, WOOL

**BANKERS**

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## Les Importations en Amérique en 1912.

Washington, 17 Janvier. — L'industrie américaine a atteint en 1912 son plus grand record. La quantité de matières premières nécessaires ou indispensables aux fabriques et importées de l'étranger n'a jamais été dépassée jusqu'à ce jour. Du coton, de la soie, des fibres, des peaux, du caoutchouc, du cuivre, du bois de construction, de la laine et divers produits chimiques employés par les nombreuses industries manufacturières ont été importés en de très grandes quantités d'après la Division de la Statistique du Bureau pour le Commerce Etranger et National, en 1912; la plupart de ces produits en augmentation dans l'ensemble sur les années précédentes. Les importations de coton en ce pays qui est le plus grand pays producteur de coton du

monde entier, ont été évaluées à plus de 120 millions de livres, en augmentation de 7 millions sur le dernier record de 1907. De même, les peaux et les cuirs accusent un total de 600 millions de livres contre 537 millions en 1909, les fibres de leur côté dépassent de 23.000 tonnes les chiffres de la meilleure année (1909 = 367.000 tonnes). C'est encore 25 millions de livres que l'on doit opposer cette année-ci aux 22 millions de livres de soie grège que l'Amérique avait importé en 1909; puis viennent 115 millions de tonnes d'étain importés sous diverses formes, contre 107 millions en 1911. Les bois de construction a dépassé 1.000.000 de pieds M. rien que pour la classe "planches, madriers, planches de sapin", importation surpassant celle de toutes les campagnes précédentes, celle de 1906, exceptée. Le tabac en feuilles suivant

aussi une marche ascendante a atteint 55 millions de livres contre 52 en 1911, ainsi que le cuivre qui a dépassé de 34 millions le chiffre de 1911 (266 millions). Les produits chimiques ont aussi été importés plus abondamment. La laine toutefois, quoique en progression, n'a pas dépassé les montants des années 1905 et 1909. Quant aux matières premières importées en 1912 elles s'élèvent à 625 millions de dollars contre 542 (record de 1910); les articles de manufacture employés à nouveau par l'industrie en général a dépassé les 300 millions de dollars, en augmentation de 12 millions sur les 288 millions de l'exercice précédent.

§

### RACINES DE RÉGLISSE.

L'acheteur le plus important de racines de réglisse est vraisemblablement l'Amérique qui achète du Proche Orient un stock s'élevant d'après les meilleures sources à 50,000 tonnes par les bonnes années de récolte.

## The Financial Regime

in the newly occupied Districts of Old Servia, Macedonia and the Sandjak of Novibazar.

(Written for *Llevant Trade Review* by S. Weiss, Belgrade, Servia).

Soon after the occupation of these districts by the Servian Army it was found necessary to establish besides the police courts and military administration, a new financial administration for the collection of the taxes, custom duties and taxes of the monopoly. Instead of continuing the Turkish methods of collection of taxes, the so called 10% of the income which the population, however, did not pay in cash but in products of the land, the Servian Government found it necessary to enforce the system which is in use in the Kingdom of Servia, and established regular offices for the collection of the taxes which will

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**BANKERS IN ENGLAND**

THE COMMERCIAL BANK OF SCOTLAND LIMITED-LONDON.

have to be paid for the land, houses, and upon income. It is highly probable that in the beginning the Government will make certain facilities for the population, so as to allow certain reductions, in fact will even go so far as to make money advances on certain terms to enable the poorer classes which suffered enormously during this war to again become self-supporting. From a commercial and political point of view great importance is attached to the collection of the custom duties in the newly occupied territories.

Right after the occupation it was found necessary to settle this question especially in the Sandjak of Novipazar where the people were accustomed to trade with the neighboring Monarchy, importing merchandise from Bosnia and the Herzegovina. At the beginning it was not known whether to collect the usual 11% ad valorem duty, which was in vogue under the Turkish Government or to collect the regular Servian custom duties as in the Kingdom, which, compared to the Turkish duties, are enormously high. The Servian Government which had to consider the condition of the occupied territories decided that for the beginning, at least, until such time as the occupied territories should be formally annexed by the Royal Servian Skoupshtina, only the 11% ad valorem duty should be collected.

The doubts expressed from different sources whether the population will be content with the higher duties and taxes which they will have to pay, official quarters assert that the population will gladly accept these new conditions, for the reason that they will have other economic advantages which they did not formerly enjoy.

In the first place the Servian Government will make efforts for the development and improvement of home industries, it will assist the peasant population to develop the many thousands of acres of land, increase the cattle raising and will liberally grant concessions for the exploitation of the numerous ore and coal mines.

As the land, a vast portion of which is bare, has up to now been most primitively worked, there will be great chances for introducing American agricultural machinery in these districts, in fact as the Servian Government will, after the conclusion of peace, begin building out the various lines of railways which are needed for strategical as well as economic purposes, American manufacturers will have the best opportunity to capture this market and obtain a large portion of the business.

In former years the Government as well as the business men were accustomed to deal only with Austria-Hungary and were used to rather short delivery terms, but at the time of the customs war between Servia and Austria-Hungary the Servians were obliged to buy from other markets, which being at a farther distance, the terms of delivery were necessarily longer, whereas now, in order to accommodate the American exporters not only private business men, but even the Government will have orders for many millions to place after this war is an end, and would be prepared to allow longer terms for delivery, thus enabling the manufacturers of the United States to make offers and compete for at least part of the business.

There is no doubt that American business men could capture

# National Bank of Turkey.

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**CAPITAL - - £1,000,000 Sterling.**

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Head Office · CONSTANTINOPLE (Kenadjian Han, Stamboul),

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

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this market, as the Servian merchant has great confidence in merchandise imported directly or indirectly from the States and he knows that he is getting his money's worth. It would now only be necessary for the manufacturers in the U. S. to have a little more confidence in this country and take a little more interest in the development of the Balkans in general and abandon the opinion that these countries are too insignificant for them.

After the war is over there will be a necessity for the Government to contract a loan, which will be used for the building out of the Danube-Adriatic railway, which will be an operation worth while competing for. It may have to build out the port on the Adriatic, as well as on the lower Danube, which will be one of the largest works in Southern Europe for some years to come. The Servian Government's present State debts amount to about Fcs. 750,000,000. Upon this it is paying an annuity of 4, 4½ and even 5%. This the Government intends to convert into a single loan at a cheaper rate of interest and contract a total loan of 1,250,000,000 Francs. A financial group willing to take over this transaction could obtain a concession for exploiting the various

mines in Servia and the newly conquered territories, and could obtain the right to build out the many hundred miles of new railway, the ports, etc.

The loans which Servia has contracted so far were provided by France and partly by Germany, and as the same were based upon the receipts of the State Monopoly, which served as a guarantee, France and Germany had two delegates in the Servian State Monopoly supervising the administration and exercising a control over the same.

If the Americans would take up this loan business now and grant the Servians a new loan of 500,000,000 Francs besides covering their old loan of 750,000,000 Fcs. they could also have their delegates supervising the administration of State receipts which would serve as guarantee for the loans contracted and could obtain all sorts of concessions, monopolising a share of the State contracts for a number of years to come.

But as business will greatly increase not only in Servia but in the whole of the Balkans, it would have certain advantages if Americans would open a bank with headquarters in one of the cities of the Levant with branches in the most important business towns.

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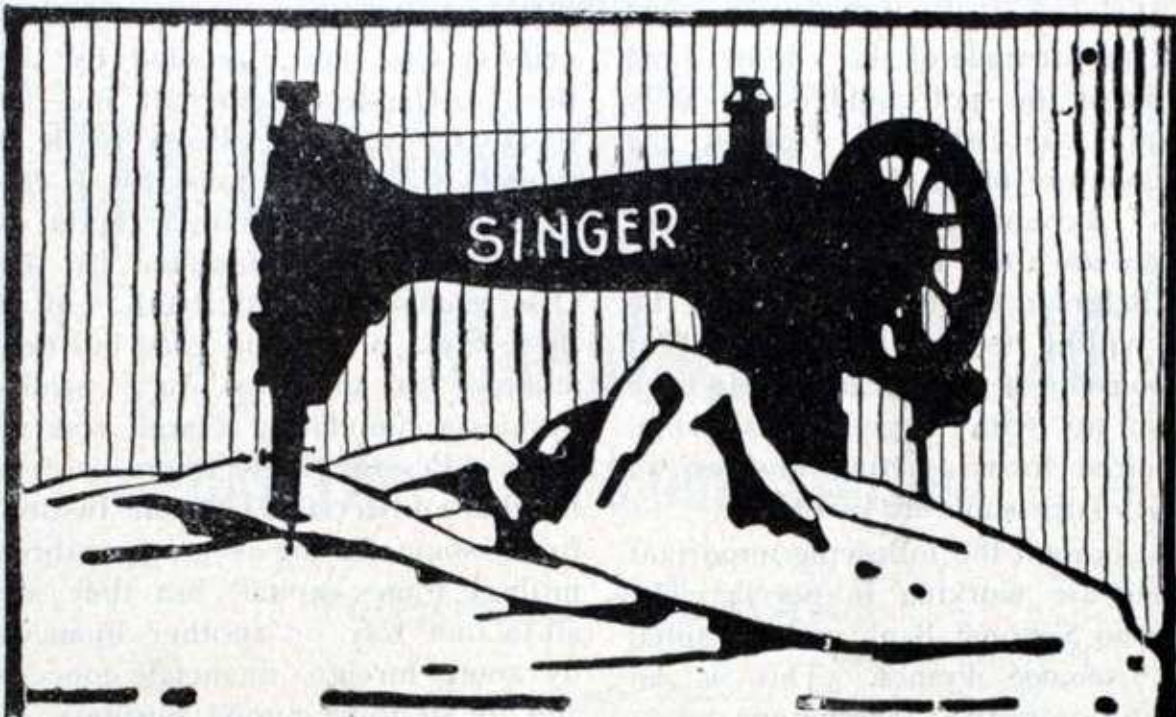
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In this way they could soon control the import trade of the country and being on the spot could occasionally obtain concessions to exploit the various ore mines that are lying idle on account of lack of capital. There are a few better business men in Belgrade itself who would be willing to put up a capital of \$500,000, if Americans would back them up with larger sums when required for transacting business in which large sums are involved.

At present the following important banks are working in Servia: The Servian National Bank with a capital of 7,500,000 Francs. This is an institution of the Government, transacts no private business and its activity is about the same as that of the treasury banks of other countries. There is also the Uprava Fondova or Servian State Mortgage bank which is also a governmental institution. To-day this is the only bank controlling the entire mortgage business of the country. It gives money upon land, and buildings up to about 50% of their value, always appraised by a mixed commission, at the rate of 6% per annum, and has the privilege of selling buildings or lands at auction without special judgement in case the installments or rate of interest are not paid in time. It has considerable working capital, because it manages the funds of the schools, churches, hospitals, pension funds, etc., etc.

The real banking business of Servia is being transacted by the foreign banks, foremost among which is the Banque Franco-Serbe, which was founded two years ago by French capitalists with a capital of Francs 12,000,000. They are doing an excellent business and will raise their capital to Francs 20,000,000.

Next to this is the Banque Andreévits & Co., Ltd., founded by the Berliner Handelsgesellschaft and the Budapest Commercialbank with a capital of Francs 4,000,000,— the Servian Creditbank with a capital of Francs 2,500,000, founded by the Osterreichische Laenderbank. All of these banks are doing good business and pay as much as 10% profits besides accumulating a large reserve fund. Besides these there are a number of Servian Financial Institutions, some having as much as three million francs capital, but they are all in one way or another financed by some foreign financial concern and are all doing a good business.

Owing to the present political situation, there is certain ill feeling towards Austrian and even German industries, and should American manufacturers cater for Balkan business earnestly, they will undoubtedly succeed, but they have not much time to lose, as English concerns are already interesting themselves very warmly for the future business possibilities of these countries.

Besides erecting a bank in connection with a trading office, which would have to work on strict business principles for the sake of the future, it would not be a bad idea if an American College or at least a higher school for the education of boys and younger men could be erected in one or more parts of the Balkans.

These institutions would build up the generation of the near future, who, having been brought up under American influence, would certainly support everything originating from the United States, so that such an educational institute would at the end bring certain material profits, besides doing a valuable work to humanity.



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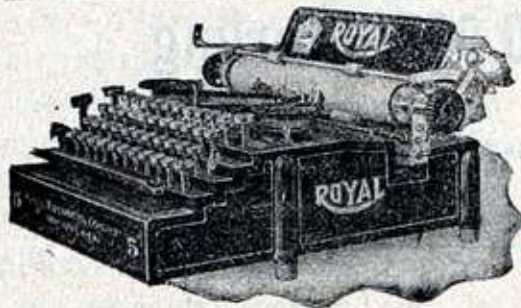
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**La Houille Américaine réclame  
 des débouchés à l'Étranger.**

Le "Philadelphia News Bureau" insiste sur la nécessité de trouver de plus grands débouchés pour l'exportation des charbons américains, en ces termes: "L'industrie houillère de ce pays a grandement besoin de nouveaux marchés pour y écouler ses produits. Le commerce est prospère présentement, mais si les bornes de la production ne sont pas encore dépassées, cela est dû seulement à la pénurie de la main d'œuvre et des moyens de transport. La moyenne de rendement s'élève à 60 pour cent seulement de la capacité des mines qui ont été entamées, et comme le marché est bien tenu, l'on peut affirmer qu'il y a un développement des gisements bitumineux surpassant de 40 pour cent les exigences

actuelles. Cette supposition est le corollaire découlant de l'ère actuelle de prospérité industrielle vertigineuse. Une détente dans l'industrie en général produira une recrudescence de travail dans les mines, restreindra le marché et rendra plus de voitures disponibles. Lorsque ce qui précède s'accomplira, l'industrie houillère retournera à son état habituel de concurrence impétueuse et à peu ou prou de profits.

Deux choses sont nécessaires à la stabilité permanente de l'industrie: d'abord un contrôle artificiel de la production, que la situation domestique du commerce même, et la tendance de notre législation et de son application semblent avoir prohibé, et ensuite la création de relations plus vastes avec de nouveaux marchés.

Outre l'augmentation naturelle irrégulière de la consommation do-

mestique, il existe seulement une possibilité, c'est celle de donner une impulsion au commerce d'exportation. Ce champ d'action a été par trop négligé, mais d'après l'opinion de beaucoup d'experts en matière de charbons, une perspective de souriantes probabilités s'ouvre devant nous.



MR. RALPH MILTON ODELL, Cotton Goods Specialist of the Bureau of Foreign and Domestic Commerce, Department of Commerce and Labor, Washington, D. C., has been continuing his work in Khartoum, Sudan, and Aden, British Arabia. From here Mr. Odell proceeds to Abyssinia, if not, to Zanzibar and British East Africa. Mr. Odell has been greatly impressed by the progress of the Sudan and the growth of the country,

which has in the incredibly short time of fifteen years become a practically self supporting state from a desolate wilderness and desert which it formerly was. The United States buys products to the value of about \$800,000 annually from the Sudan, chiefly ivory, gum and hides and now stands third in the exports from that country, coming after Egypt and England. It is as yet rather difficult to do much in the import line, because as in most new countries, the trade is not on a very firm basis, and the number of reliable houses in the country is as yet limited, but as conditions are gradually improving, it is hoped that the time will soon come when the United States can do a good business here particularly in cotton goods which constitute by far the bulk of the purchases from abroad.

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Cable address "THEO" SMYRNA.

### Market for beer and soda water bottles in Constanti- nople.

—The amount of beer and soda water consumed in the Turkish Empire and more especially in Constantinople is continually on the increase and the number of bottles imported by the beer and soda water factories is getting to be a considerable item. The orders of one brewery alone amount to over a million bottles a year, for which period the contracts for delivery are generally made. The kind of beer-bottle in demand in Constantinople is the ordinary glass bottle with patent stopper which opens by pressure of the thumbs on the two strips of wire on each side of the neck, such as was in vogue for some time in the United States. Most bottles are purchased with this patent stopper, but sometimes the contracts for the bottles and for the stoppers are made separately. The soda-water bottles in demand are of various sizes and shapes, round and square, and are closed by means of a glass ball in the interior of the bottle, which glass ball is driven upwards by the pressure of the gas. These bottles are now being imported almost exclusively from Germany, and German manufacturers of such bottles have agents in Constantinople to take advantage of every opportunity which presents itself. Owing to the absence of competition, however, and the existence of a convention between German manufacturers with regard to this article, the prices paid by the local factories are exorbitantly high, and there is no reason whatever why American manufacturers could not secure a large portion if not all of this trade, provided they are willing to work on the same terms as German exporters of this article, and if freight

conditions are favorable. Full descriptions of the bottles in demand, as well as the name of a suitable agent to represent them for this article will be furnished to American manufacturers on application to the Secretary of the Chamber.



## Bits from Cyprus.

The island of Cyprus is situated in the Mediterranean 41 miles South of Asia Minor and 60 miles West of Syria. The port of Larnaca on the southern coast is 233 miles from Port-Said and 300 miles from Alexandria.

The climate of the island is healthful. The temperature varies from the bracing cold of 40 to 60 F. in winter to the heat of summer on the plains where the air temperature reaches 103 F.

The highest mountain on the island is Mount Troodos, 6,400 feet above the sea level covered with pine, carob and olive trees. The loveliest situation on Mount Troodos serves as summer residence to the government officials, the leading families of the island and visitors from Egypt.

During five months of the year the top of the Troodos range is covered with snow.

**Population.**—According to the last census it appears that there are 274,108 of which 214,480 are Greek Christians, 56,428 Muhammedans and 3,200 of other religions.

**Revenue and Expenditure.**—The revenue collected in 1911-1912

was. . . . .	£ 319,572.—	
Grant in aid . . .	£ 50,000.—	£ 369,572.—
Expenditure . . .	£ 235,256.—	
Tribute to Turkey	£ 92,799.—	£ 328,055.—
	surplus	£ 41,517.—

The taxation approximated 23/- per head on the population.

**Public Works.**—The sum of £27,287.— was spent in the maintenance and improvement of main roads, the piers and jetties round the island.

## Juda & Salmona

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GENERAL COMMISSION AGENTS

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Telegraphic Codes:

Scott's Code 6th Edition 1885.

Reprint 1892, and A. I. Code.

Salonica,

Turkey.

The artesian well-boring was mainly to increase the flow of the small supply of artesian water, but without any result.

The mileage of railway worked was 61. The gross earnings for the year amounted to £11,407.— and the working expenses to £11,663.

The passenger traffic was 127,225, all classes, the goods traffic 29,611 tons.

**Agriculture.**—The estimated area under cultivation in the island was 1,000,000 acres.

The estimated acreage of uncultivated land in the island was 4,193,760 acres of which about 450,000 is forest land, 420,000 susceptible of cultivation and 293,760 rocky and uncultivable.

The nursery gardens continued raising and propagating forest and fruit trees of which 72,527 trees were sold from the various fiscal gardens during the year.

Owing to the Governmental and private efforts the farmers are beginning to experiment in the use of chemical manures

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Agent for European Turkey . . . . .	Leon Matteossian

of which a large amount is imported from Greece.

The output of the principal products of the island last year was as follows, in tons:— Locust beans 58,000, Wheat 55,469, Barley 43,473, Oats 5,988, Cotton 1,542, Vetches 5,482, Sesame 900, Olives 13,347, Grapes 25,644, Pomegranates 4,155, Lemons and oranges 15,500,000 (in number), Silk cocoons 1,500 cwt.

**Manufactures & Mines**— In each district there are a number of flour mills, cotton gins, silk & cotton looms of a primitive description, distilleries, tobacco and cigarette factories and gypsum (plaster of Paris) factories.

At Larnaca there are raw umber fields with calcining furnaces for export, of which a large quantity is sent to the United States.

On Mount Troodos asbestos mines are being successfully worked and the product sent to Austria. There is also a copper mine in the Papho district in which no work was carried on during the year.

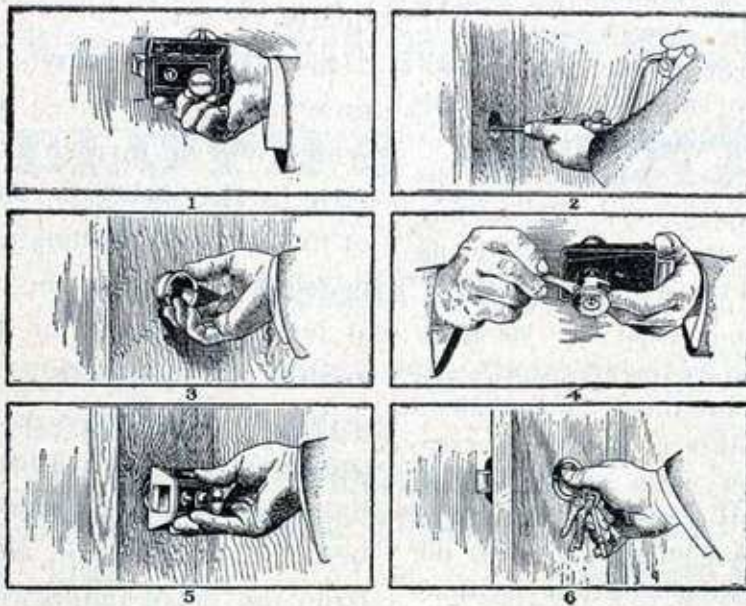
**Foreign Trade.**— The imports of the island for 1912 amounted to £635,427 and the exports to £611,734. The chief articles of import were: Cotton piece goods (£64,873), Flour (£62,074), Cotton yarn (£33,114), Leather (£27,909), Woollen goods (£26,263) and Sugar (£23,297). The amount of bullion imported during the year was £87,655.

The chief articles of export from the island were food products (including live animals) to the extent of £439,794 and raw textile materials to the value of £65,364. The imports were chiefly from the United Kingdom (£144,461), Egypt coming second with £137,257, followed by Austria, Turkey, Italy, France and Greece in the order named. The principal customer of Cyprus during the year was Egypt with £260,749, the United Kingdom holding second place with £169,347 followed by France, Turkey, Austria, Roumania and Greece in the order named.

It is evident that the special efforts put forth by the American Chamber of

# RUSSWIN

La nouvelle serrure de la Marque "UNIT"



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*CONCERNANT LES ILLUSTRATIONS ET LES PRIX*

**VEUILLEZ VOUS ADRESSER A**

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GALATA, CONSTANTINOPLE.

**RUSSELL & ERWIN MFG. CO., OF NEW YORK.**

Commerce for the Levant have accomplished a good deal for the development of American trade in the Near East.

It is well known, so far as we have statistics, that American trade is not losing ground, but we wish to get a proportionate share in the whole turnover of the trade in the Near East.

There are a few facts which the American manufacturer has constantly to keep in view — to provide a cheap article for use in the Levant; to have a direct representative in each district; to conform to the usages of the country with regard to credit terms. In addition to these it is indispensable to have travellers through whom only reforms can be introduced. The appointment of travelling representatives is the only way to bring lucrative results to the selling markets.

We are glad to note that an American Mediterranean Line is in the course of being established by American capitalists to undertake a direct monthly service between the leading ports of the Levant and New York City, and we hope that the U. S. Government will consider the advisability of allowing practical facilities to the line for the good of the American export trade.

At present the political disturbances and the uncertainties in the Turkish Empire have arrested trade development but we believe that every thing will be soon settled to the satisfaction of all concerned and that political conditions will allow the expansion of trade in the Levant.

It is with special satisfaction that we note the great success which the recently established American Chamber of Commerce in the Levant has attained, an organization, which is worthy to be regarded as a model institution of its kind.

The Director at Large in Cyprus  
for the American Chamber of Commerce  
for the Levant,

P. J. LOUISIDES.

Larnaca, January 30, 1913.

## NOTICE REGARDING MEMBERSHIP.

The annual membership fee to the *American Chamber of Commerce for the Levant* is 50 Francs for resident members in Constantinople and 30 Francs for all non-resident members in the Levant to the central organization. The dues of members in the United States of America are \$6. annually.

In all cases must applicants for membership fill out a printed form which will be furnished for this purpose by the Secretary, and in the case of firms or individuals not known to us, such form must be endorsed by at least two firms or persons who are already members.

All memberships to the central organization, applications for which have been received after Oct. 30 and before April 1st of any year, date from the 1st of January of the coming or the current year respectively. In all other cases membership dates from the first of the month in which the application has been received. All members receive *Levant Trade Review* free of charge and those residing in the Near East in addition the Chamber's confidential circulars regarding special trade opportunities with the United States.

The attention of members is called to the fact that membership to the Chamber is not the same as subscribing to a periodical, and unless the resignation of a member is tendered before the expiration of the year for which he is enrolled, the fee of such a member for the coming year shall be considered obligatory.



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HAÏG HRANT PAKRADOUNI, Vice-Consul . . . . .	Philadelphia.

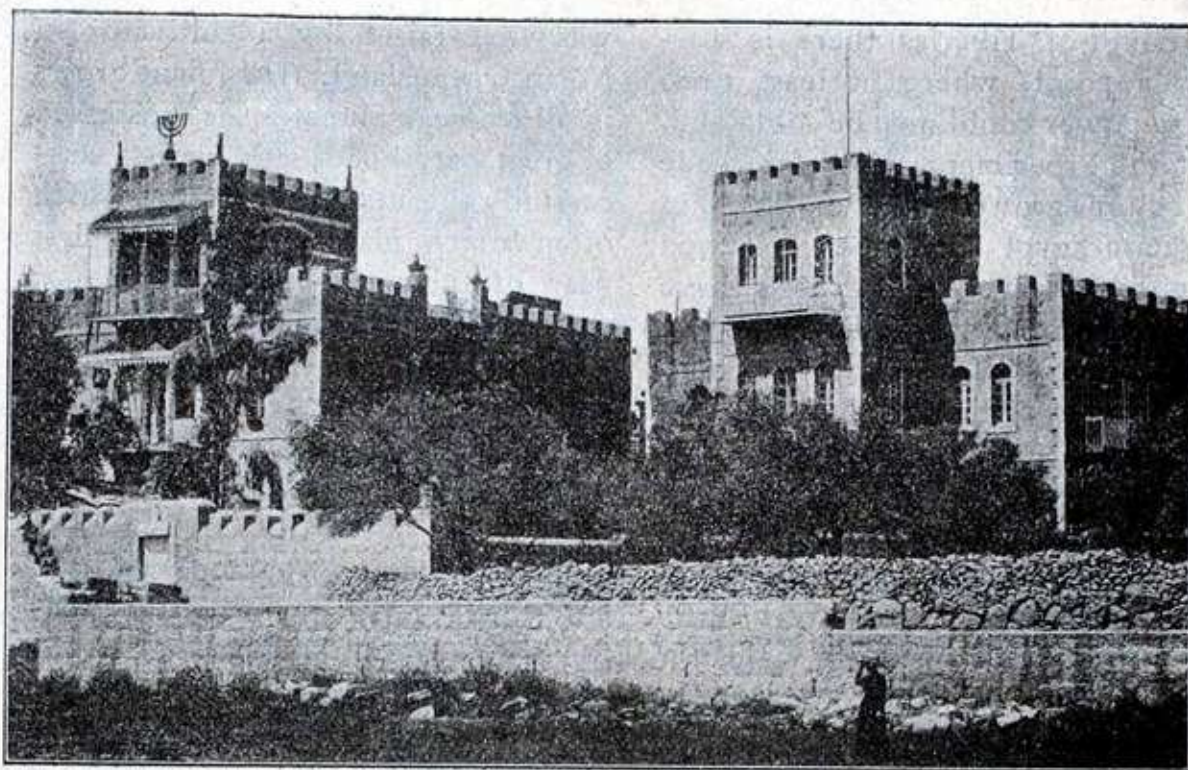
Neither Roumania nor Bulgaria as yet has any Consular representative in the United States of America.

### Achats Américains en Perse

Le ministre des Etats-Unis à Téhéran, M. Charles W. Russell, rapporte que les articles facturés au Consulat Général d'Amérique de cette ville pendant l'année dernière furent évalués à \$867.000, tandis que ceux enregistrés en 1911 s'élevaient à \$439.000. Ces exportations consistaient principalement en tapis. Mais elles ne représentent qu'une faible partie des achats américains dans ce domaine, car ces sortes d'acquisitions

sont, le plus souvent, enregistrées et expédiées en Amérique par l'entremise des ports turcs. Les statistiques des importations en Amérique, pour l'année fiscale terminée le 30 Juin, établissent comme suit les achats de tapis en Perse :

	1907	1908	1909
Yards :	54.830	74.666	54.600
Valeur : \$	241.811	\$371.172	\$166.670
	1910	1911	2912
Yards :	156.426	281.601	252.817
Valeur : \$	437.673	\$944.561	\$1.104.435



BEZALEL INSTITUTE, JERUSALEM, PALESTINE.

### Cotton-Growing in Palestine.

Since the exploration of the Jordan plain by Sir William Willcocks in connection with an irrigation scheme, considerable interest has been shown in Palestine in cotton-growing. Syria and Palestine have already produced a considerable amount of cotton in the past, the last occasion being at the epoch of the Civil War in the United States, when the sudden rise in the cotton prices were a great inducement toward its cultivation. The close of the Civil War, however, and the consequent fall in prices together with an occasional bad crop due to the primitive methods of cultivation, caused cotton-growing to be abandoned in these sections.

Of late years attempts have been made by English companies to bring about a revival of cotton growing in Palestine, and in the vicinity of Jaffa, as well as in other parts, certain

experiments have been made, the most recent of which have proved successful. The Jewish colonies at Petah Tikwa, near the sources of the Audjes have already cultivated considerable tracts of land with success. The vast plain of Kizon between Haifa and Acre has also been purchased recently for the purpose of raising cotton on a large scale and as soon as the Jordan plain can be irrigated abundantly by artificial means, the riches of Palestine will be enormously increased. The Jordan, in view of its length, the amplitude of its course, the amount of water carried and its numerous water falls, is especially well adapted to irrigation purposes. Between Marone and Tiberias, there is, in fact, a water fall, 200 meters in height, in every way suitable for the installation of large mills or power plants. At one point as much as 30,000 horse-power could be obtained with ease and to

the South of Tiberias there is scarcely a point where at least 1,000 horse-power could not be obtained.

In the experiments thus far made in cotton growing the methods in vogue in Egypt have been followed almost exclusively and experts have also been brought from Egypt to act in the capacity of instructors. There is, however, at the present stage of the matter, not enough capital forthcoming to defray the expense of a thorough system of irrigation.

There are certain grades of cotton, to be sure, which need very little water and which give good yields for several years in succession, but in Palestine the general opinion is that such a method of exploitation would not be remunerative, although such qualities of cotton are at present successfully cultivated in Cyprus, and it would seem that what is true for this island should also be true for Palestine. It is certainly clear that cotton-growing on a large scale would provide employment for a large number of people and would lay the foundation for a local textile industry.

Land prices in Palestine would also speak in favor of cotton-growing seeing that the price of land in Egypt is 15% greater than it is in Palestine. It is true that at the beginning the scarcity of labor would be severely felt, but this might be overcome by the adoption of American cotton-gins and the newly invented cotton-picking machines referred to on pages 228/9 of the December issue of *Levant Trade Review*.

Recently there were some experiments made with *Caravonica* cotton which has the advantage of yielding crops for a period of 6 or 7 years successively beginning with the first year. It is a kind of bushy plant and

was first raised by a cultivator in North Queensland. This plant grows in all tropical climates, is possessed of great hardihood, and resists successfully the attacks of parasites which often attack plants during the first year of their growth. *Caravonica* cotton is also well adapted to cultivation on a small scale, as it gives several yields during the year instead of one large one, the gleaning of which often causes great expense, due to the necessity of engaging a large amount of temporary and costly help. The quality of this cotton is also said to be superior to all others, uniting the advantages of cotton with those of wool. The prices obtained for this grade of cotton in Makandja (German Africa) in 1910 amounted to over 37 cts. per lb, as against 26/27 cts, for the very best quality of other cotton.

§

### Straus in Holy Land.

*New York, Jan. 18.*

Nathan Straus sailed for the Holy Land to-day to establish twenty-one soup kitchens in Jerusalem and to do whatever else he can to alleviate the suffering of the Jews in Palestine.

Mr. Straus said he was through with his project of establishing pasteurized milk-stations here and intended to devote his entire attention thereafter to relieving the poverty-stricken inhabitants of the Holy Land. Mrs. Straus accompanied him. They took two physicians and four nurses who will help develop Mr. Straus' plans.

"The poverty I have seen in Jerusalem and else-where in Palestine," Mr. Straus said, "convinces me that there is no better way to do good work than to help these unfortunate people."

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## Le Commerce Américain dans le Levant.

Le 6 Février, 1913, M. George H. Moses, récemment ministre d'Amérique en Grèce, prononça un discours à la Chambre de Commerce de New York sur les « facilités commerciales pour l'Amérique dans le Levant » en faisant spécialement allusion au royaume hellénique.

Le Levant, a-t-il dit, s'étend de Trieste à Constantinople, ayant comme population quelque 8 millions d'habitants. Il a peu de fabriques, le peuple étant agriculteur. Les impôts et douanes sont élevés, et les prix exorbitants, mais les Etats-Unis peuvent y concourir aux mêmes termes que d'autres pays. Il n'y a point de village de 300 âmes qui ne compte au moins un homme revenu de l'Amérique après y avoir travaillé et qui maintenant, dans son propre pays, vit des gains réalisés là-bas. Aucune réclame n'est donc nécessaire. L'Amérique fournit aujourd'hui à la Grèce les deux monopoles de l'Etat : le pétrole et le sucre. Pendant six mois, jusqu'à ce que l'affaire fût prise en mains par M. Hepburn, de la Chambre de Commerce de New York, M. Moses ne réussit guère dans ses efforts—mais éventuellement, l'Amérique vendra tout le sucre consommé entre le Pirée et Smyrne.

Comment se fait-il, demanda l'orateur, que les Américains n'envoient pas en Orient des marchandises de coton ? Au point de vue des taux de fret, l'Europe n'a aucune supériorité sur l'Amérique. Les taux de Liverpool sont pareils à ceux de New-York. Et les Etats-Unis ont un incontestable avantage, car les 3 compagnies de bateaux directs amenant des émigrés en Amérique retournent vides au Levant, et ces vaisseaux consentiraient

peut-être à accepter des taux plus doux.

Il y a, en Orient un champ magnifique ouvert aux machines d'agriculture, proportionnées cependant aux forces de petites bêtes de trait (chevaux, mulets, ânes). On a besoin de cuir, surtout de courroies pour les machines hydro-électriques, et les travaux publics promettent une récompense à l'esprit d'entreprise américain. Aussitôt la fin de la guerre, qui aura lieu probablement dans quelques mois, les voies de communication avec l'Europe centrale, particulièrement dans les ports de Salonique et du Pirée, se multiplieront. Athènes demande une compagnie d'eaux pour la ville, et un système de voierie; Scutari et la côte dalmate développeront leur commerce; une fabrique de souliers est désirée en Grèce. Après la guerre, ce royaume possédera 8 millions d'habitants au lieu de 3 millions. Il y a de nombreux ouvriers grecs dans les fabriques de souliers de Massachusetts — pourquoi le contraire n'aurait-il point lieu en Grèce? On pourrait obtenir des contrats de fournitures pour l'armée qui justifieraient les dépenses initiales, et constitueraient une des meilleures occasions de placements de fonds à l'étranger.

Il est nécessaire de procéder à une étude sérieuse des besoins du marché en Orient. M. Moses affirme qu'il trouvait toujours de 3-12 commissionnaires-voyageurs allemands sur chaque bateau levantin, propageant les intérêts commerciaux de leur pays. Il y a, dans tous les villages, un vif sentiment d'affection pour l'Amérique, parce que cette dernière est la seule grande nation qui n'ait aucune arrière-pensée d'extension territoriale. Les levantins reçoivent d'im-

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and American firms.**

menses sommes d'argent de leurs parents en Amérique, et le moment est propice aux entreprises immédiates et favorables.

Les exportateurs et négociants américains devraient s'occuper autant du Levant que des pays de l'Amérique du Sud.

A la conclusion de ces remarques, M. Moses fut chaleureusement applaudi, et le Président, M. John Claffin, lui transmet les remerciements de la Chambre.

§

## Opening for American Tools in Smyrna.

(From Consul-General George Horton, Smyrna).

The American experts who came to Smyrna to superintend the recent erection of the large new cotton-oil plant here found that the native carpenters and other skilled workmen used very crude and inefficient tools, and that better ones could not be found in the markets here. The principal tools of the native carpenter are a little

hand adz, used also as a hammer and plane, and a small, slow saw that cuts only when pulled toward the operator. The manager fitted up a carpenter shop and imported from the United States saws, bracers and bits, countersinks, planes, etc. He found that the native carpenters soon learned the use of these tools, were greatly pleased with them, and did quicker and better work with them.

Among American carpenters' tools which should find a market here, if properly introduced, are saws, hatches, hammers, axes, braces and bits, jacks and smoothing planes. Other articles, which are either not on the market here or are very crude, are pipe tools, thread dies, taps, wrenches, chain tongs, and gardeners' implements. Good hoes, spades, or rakes can not be found in the country.

§

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



## L'Exportation d'outils agricoles.

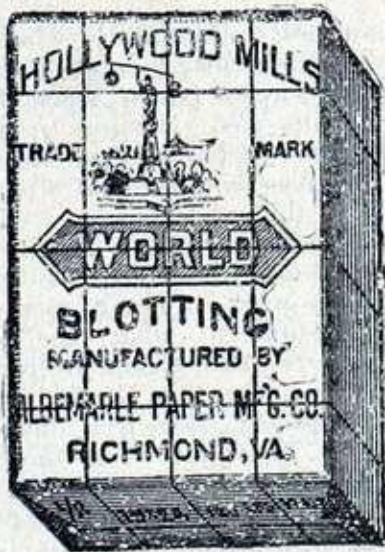
Pendant l'année 1912, les Etats-Unis d'Amérique expédièrent à l'étranger des outils agricoles d'une valeur de plus de 40 millions de dollars. Il y a 10 ans l'exportation dans ce domaine, atteignait au chiffre de \$18,000,000; il y a 20 ans, au chiffre de \$4,000,000. Donc, cette catégorie spéciale d'articles exportés fut en 1912 deux fois et demie plus grande qu'en 1902, et 10 fois plus grande qu'en 1892.

Le monde tout entier, apparemment, achète des outils américains d'agriculture. Les faucheuses et moissonneuses exportées l'année dernière furent envoyées dans plus de 75 pays et colonies, appartenant à toutes les divisions importantes du globe, tandis que les autres espèces d'outils agricoles furent distribuées largement partout. Des 40 millions de dollars que l'exportation des instruments d'a-

griculture et de ferme représenta en 1912, l'Europe à elle seule prit 21 millions, l'Amérique du Nord 8 millions, l'Amérique du Sud 9 millions. La Russie, comme unité individuelle, est notre acheteur le plus considérable — la valeur des outils qui lui furent livrés, l'année précédente, est approximativement de \$10,000,000, en regard des 7 millions d'achats de la République Argentine, des 7 millions du Canada et des 3 millions de la France et de l'Allemagne séparément. Ainsi, les clients principaux de l'Amérique en fait d'outils agricoles sont, par ordre d'importance: la Russie, l'Argentine et le Canada — et en second lieu, la France et l'Allemagne, dont les commandes sont à peu près égales, quoique sensiblement inférieures à celles des 3 premiers pays.

Les faucheuses et les moissonneuses américaines semblent être particulièrement populaires en Russie, qui pen-

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**Constantinople.**

dant l'année fiscale 1912, en acheta pour environ 4 millions de dollars, alors que la valeur totale de ces machines exportées étaient de 17 millions. Quant au groupe des charrues et des herses, le Canada et l'Argentine se trouvent au premier rang; comme acquereurs — l'un et l'autre important cette marchandise si avidement que chacun d'eux s'approprie quelque 1 million  $\frac{3}{4}$  sur une valeur totale de 7.

Dans les classements officiels, les outils agricoles exportés sont divisés en faucheuses et moissonneuses, herses et charrues, planteuses et semeuses, batteuses, râtaux pour foin et machines de fertilisation. Sur les 40,000,000 millions de dollars d'outils agricoles exportés en 1912, il y eut pour 21 millions de faucheuses et moissonneuses; 7 millions de charrues et de herses; 5 millions de batteuses; 1 million  $\frac{3}{4}$  de semeuses et de planteuses, et un demi-million de râtaux.

## Farming in the Dardanelles District.

An abnormally mild and dry winter has been brought to a close by a spell of bitter cold and the heaviest fall of snow known for thirty years past, causing great suffering in consequence among the thousands of refugees from the seat of war.

Favored by the prolonged open weather, most of our fields have been ploughed and sown, the Roumelian refugees helping greatly in the work. But in most cases, owing to insufficient labor, the ground has been poorly tilled, weeds are rampant, and the outlook for this year's harvest is not of the brightest. Moreover, the menace of the locusts, that have laid their eggs in myriads to the South and North West of us (i. e. in the province of Smyrna and the Peninsula of Gallipoli) is very serious.

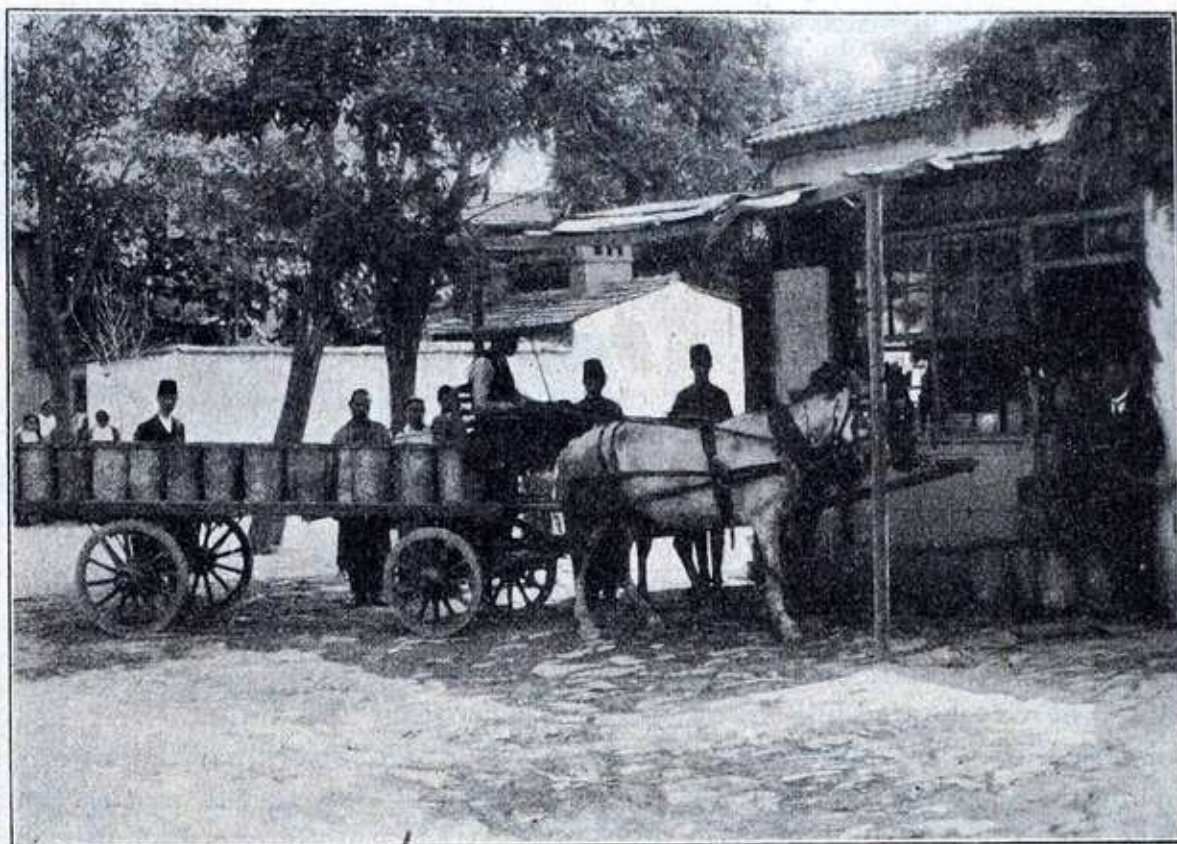
Trade is at present at a complete standstill as a result of the war.

Respectfully submitted,

F. R. J. CALVERT.

Thymbra Farm,

Dardanelles, March 7, 1913.



AMERICAN PETROLEUM IN TURKEY, I. — THE OLD WAY OF DISTRIBUTION.

### Bulgaria and the prolongation

#### of the Moratorium.

The moratorium granted by the Bulgarian Law of September 19, 1912, was prolonged by the Sobranye on December 30th last to the extent of forty-five days commencing from the order of general demobilisation of the Bulgarian army. All credits consequently benefit from the day of their expiry by a delay equal to the number of days which are to run from Sept. 17, 1912, to the forty fifth day after the publication of the demobilisation order in the official journal. During the course of the moratorium all actions, both penal and civil are suspended.

It is stated in a report from Sofia that the merchants of that city have benefited greatly by the moratorium,

and it is expected that this state of affairs will continue. It is, moreover, admitted that, having been given the limit of the delay accorded, things will, on the conclusion of the war, gradually resume their normal course.

§

### Le Charbon

La production totale connue de charbon dans le monde en 1911, selon les statistiques publiées pour cette année par le Comité de Commerce britannique a été de quelque 1.050 millions de tonnes. Le charbon brun ou lignite est exclu de cette computation. Les contributions des cinq pays principalement producteurs de charbon furent les suivants :

Etats-Unis d'Amérique	443.025.000	tonnes
Royaume-Uni	271.899.000	»
Allemagne	158.164.000	»
France	38.023.000	»
Belgique	22.683.000	»

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

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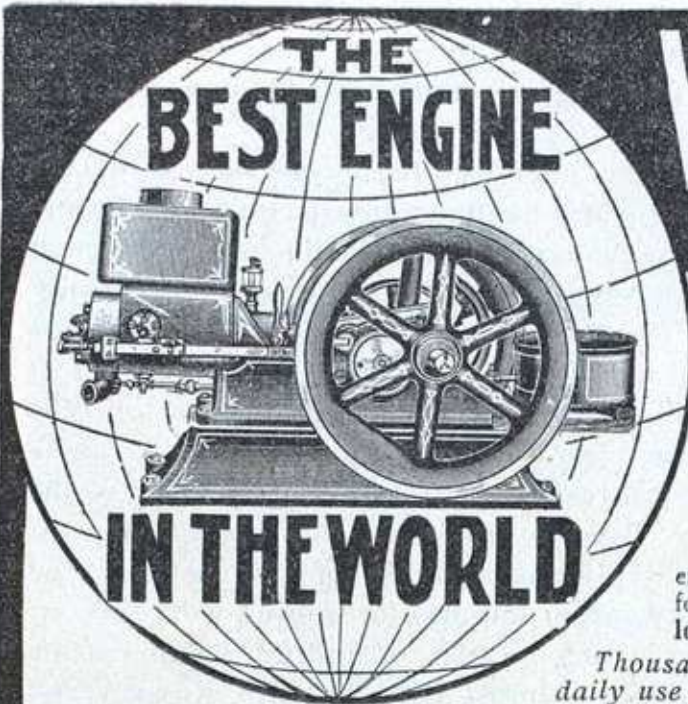
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J. D. LANGDON (Chairman), A. E. C. BIRD, CHAS. } MISSIR, M. E. LAMBICHI, ERIC WHITTALL (Legal } Adviser). . . . . }	Committee on Arbitration, Legal and Government Affairs.

## Smyrna Trade Conditions.

From a commercial point of view, the first quarter of the year is considered here to be the dull season, the produce from the interior has been disposed of and the new crops have been sown. Under ordinary conditions, while the season is dull from the point of view of exports, it is the time when the interior is buying and the import trade should consequently be flourishing; here however, the effects of the war are felt, credit has been curtailed and while wholesale establishments in Smyrna cannot get the usual conditions from foreign sellers, they on their part are refusing to extend further credit to the retail trade where the stringency of money is chiefly felt. It would be interesting to know what the shrinkage in the Customs' returns really is, in any case it must be great and while people here are being deprived of many of their wants, the foreign manufacturers are really the direct sufferers. It is probable that after the termination of hostilities there will be considerable buying, but if Smyrna is to be deprived of the markets of the neighboring islands, now in the possession of Greece and Italy, it will be a long time before the import trade reaches the figures ruling previous to the war.

For the time being, the export of cereals and all foodstuffs has been prohibited, but all the same, notwithstanding these measures and the absence of employment, the cost of living seems to be steadily increasing. A cheerful feature in all this gloom, is the apparent excellence of the coming crop prospects, which have not been curtailed by the absence of most of the younger men. Whether sufficient hands will be found to gather in the produce is another question, but it is to be hoped that by the time the crops are matured, hostilities will have ceased.

During the past year the trade of Smyrna has been particularly active and prices as a whole have been satisfactory; money must have come in, and though now tightly held, there is every reason to believe that trade will be good, immediately confidence is restored. The United States has bought largely and it would not be surprising if last year's exports to America have exceeded every previous record. It is anticipated that with the return of



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

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peaceful conditions the Government will endeavor to help trade by the introduction of much needed reforms and with the scope there is, the commerce and industries of this productive province, should increase to a surprising extent.

Latterly American enterprise has been demonstrated by the success of the Cotton Seed Oil Company in finding water for their new factory. A boring plant, manufactured and managed by Americans, has found water in great abundance in a district where water was said only to exist in small quantities. A ten inch pipe has been sunk 380 feet and a large flow of water has resulted; the cost of sinking has varied with the strata, for while 78 feet were sunk in 24 hours, it took nearly 15 days to cut through 16 feet of blue clay. This plant will probably be actively employed for some time to come and it is possible that much profit will result from future finds. This is the first proper boring plant that has been operated in this district and its success should encourage others to follow the example of the Cotton Seed Oil Co., not only in connection with water but also for mining purposes.

American petroleum is another article which is finding an increasing market. The town at present is supplied almost entirely with Russian and Roumanian oils, but the trade is gradually beginning to appreciate the value of the higher grade American qualities.

The price of coal is now £5 per ton. This has probably contributed to increase the cost of flour, it has further had the effect of raising railway freights. It is a pity that a little more foresight was not shown by the larger

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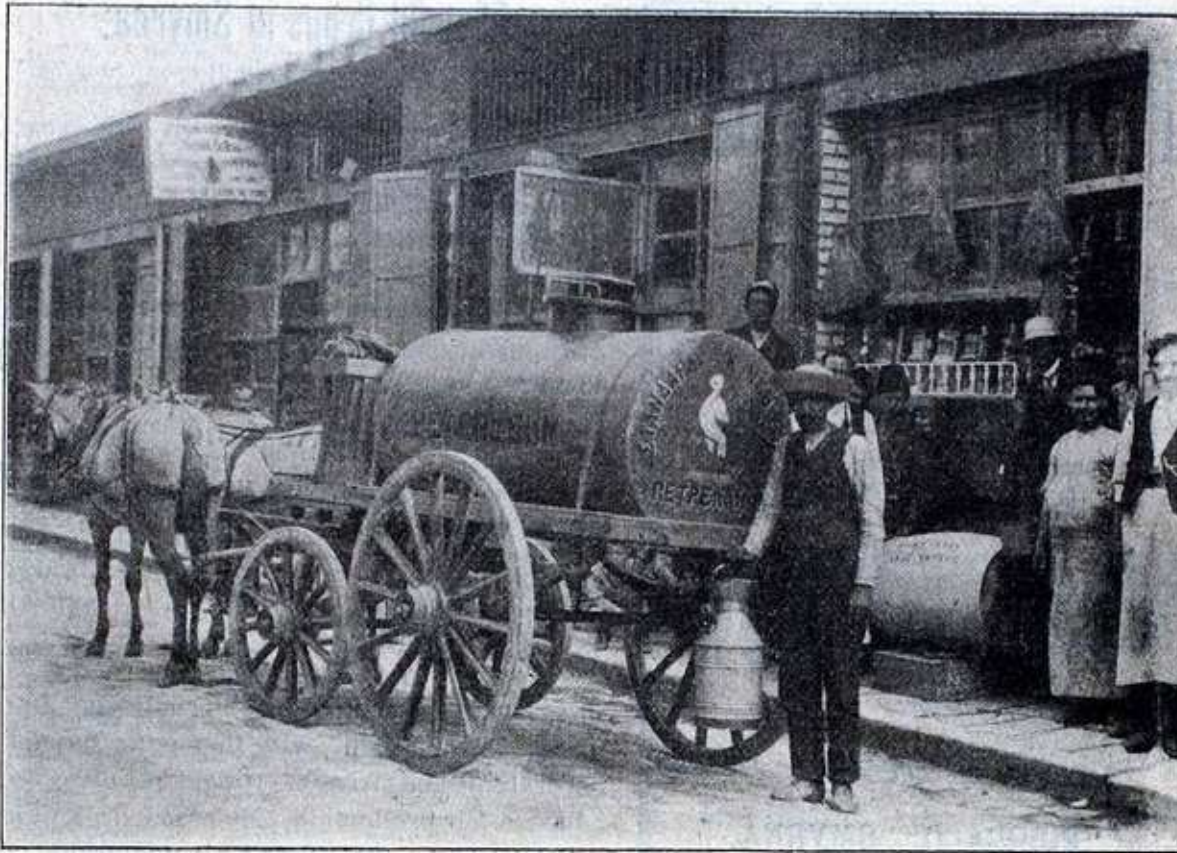
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Seeds, and Rags.

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Importers of New England Rum.



### AMERICAN PETROLEUM IN TURKEY, II. — THE NEW WAY OF DISTRIBUTION.

consumers previous to the outbreak of hostilities. Should the war be prolonged Smyrna will be threatened with industrial paralysis.

This winter has been particularly favorable for the raising of cattle, but notwithstanding the abundance of the milk supply, both milk and milk products are dearer than ever. Native butter of very poor quality is being sold retail at 35 cents per lb. and ordinary native white cheese is fetching as much as 18 cents per lb. There should be scope for dairy farming worked on modern up-to-date principles.

The tobacco crop prospects are gloomy owing to the late frost having destroyed many of the young plants. If one considers the probable shortage in the Macedonian crops it looks as if high prices are going to rule.

Correspondence from the interior reports a general stagnation throughout the country, the arrival of the Macedonian refugees has not tended to improve matters and there seems to be difficulty in getting them to work. Some people state that the accounts they give of their sufferings, may cause a dangerous agitation amongst the hitherto quiet natives.

Respectfully submitted,  
JAMES W. WILKINSON.

Smyrna, March 8, 1913.

# Pirocaco Brothers

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Exporters of  
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## SMYRNA, TURKEY.

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Manufactured goods.

## Olive Oil Crops in Smyrna.

(From Consul General George Horton, Smyrna.)

The production of olive oil this year will be one of the smallest on record. According to reliable forecasts it will hardly attain one-fourth of last year's crop, which was an abundant one. The following table gives the crop of the past year, districts, in tons of 252 gallons each, and the forecasts for this year.

District	1911-12	1912-13
Mitylene . . . . .	30,000	5,000
Aivaly . . . . .	6,000	3,000
Adramidt . . . . .	7,000	6,000
Aidin Province . . . . .	25,000	5,000
Melessos & Islands	6,000	1,000
Total . . . . .	74,000	20,000

The crop throughout the producing districts is very small, with the exception of Adramidt and Aivaly, which promise to have a fair production. Melessos or Fuluk district has practically no oil this year.

### Causes of shortage — Quality of oil.

The causes of the shortage are natural. Olive trees produce alternate crops, an abundant yield being followed the next year by a poor one. The treatment of the tree has also great influence on its productive power. The fairly good crop obtained in Aivaly and Adramidt this year, in comparison with the other districts, is due, it is generally believed, to the care taken of the trees. Gathering is done, so far as practicable, by hand, and the practice of shaking or striking the branches in order to make the fruit drop has practically been eliminated there.

The quality of the oil this year will be slightly inferior to that of the past season. It is claimed that, as a rule, the smaller the crop the poorer the quality. The trees after a full yield become weakened, and the fruit is liable to attacks of the "fly," which spoil the quality of the oil. Moreover, in a year of short crops the villager throws into the mill every olive he may gather.

**Prices and Exports.**— Prices in 1911-1912 averaged £37 (\$180) for current merchantable qualities and £50 to £52 (\$243



to \$253) for edible oils per ton. The quality was good and of low acidity. At present current qualities of commercial oils (oils for mechanical purposes and burning) are selling at £50-52 (\$243 to \$253) and edible oils at £65-67 (\$316-\$326) per ton, according to quality. Stocks on hand of last year's productions are not important. Mitylene holds a large quantity of old oils, but in view of the small crop this year, it is being kept in expectation of higher prices. So far as Smyrna is concerned, it is most likely that there will be no important export trade this season, as local consumption will require all the oils produced.

Smyrna exports its oils principally as follows: To the United Kingdom, commercial oils; to the Balkan States, Italy and France, edible oils; to Russia, burning oils; and to the United States, almost exclusively oils for mechanical purposes. According to statistics compiled by this Consulate General, the declared value of exports of olive oil from Smyrna to the United States during the past four calendar years has been as follows: 1908, \$127,119; 1909, \$135,349; 1910, \$106,033; 1911, \$68,617. During the three quarters ended September 30, 1912, the exports to the United States amounted to \$107,399 as against \$64,016 during the corresponding period in 1911.

§

### Navigation in the vilayet of Hundavendighiar.

An Ottoman Company has received a concession from the Imperial Government for the navigation of the river of Sous-sourlou (the Macestus of the Ancients) which it agrees to render navigable and to undertake the irrigation of the surrounding country. The company in question will have the sole right of navigation in the territory in question which also includes the lakes of Manias and Appolonia, as well as the steamship service to Constantinople.

On one side the proposed line embraces (from Mahalidj, the point of bifurcation): Loubat, the Lake of Appolonia and Kirmasti; to the South the line includes

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**Sirkedji, Angora Han, Constantinople.**

(from Mahalidj): Soussourlou, Yildiz and Menderehor. This country is especially rich in cereals, tobacco, olives, silk, honey, fruits, and other agricultural products, besides a considerable number of borax and other mines, some of which are being worked and others which are lying idle for lack of means of transportation. When one considers the large amount of exportation which even now takes place from this district, which will undoubtedly increase to considerable figures and consequently bring about an increased amount of importation and passenger traffic, it would seem as if this company were destined to flourish, provided the necessary capital is forthcoming. We are led to understand that a certain amount of foreign capital has already been invested in this undertaking.

### Les Unions Commerciales.

Le pouvoir des Unions Commerciales de régler et surveiller leurs propres institutions et d'élever leur niveau de perfection et d'honnêteté

intimes, fut le thème d'un discours prononcé dernièrement à Louisville, Kentucky, par le Dr. W. D. Bigelow, Sous-Chef du Bureau de Chimie à Washington, et l'un des membres du Comité pour l'Inspection des Vivres.

Le Dr. Bigelow parla des unions commerciales d'aujourd'hui comme les résultantes de ces corporations anciennes qui avaient autrefois, dans certains pays, le monopole du commerce tous entier de quelques villes. Elles protégeaient l'ouvrier; elles protégeaient le capital; elles protégeaient le consommateur.

Les corporations, cependant, étaient des organisations locales, et cessèrent d'exister avec le développement du commerce. Pour suppléer aux lacunes que leur disparition produisit, les fonctions des différents gouvernements se multiplièrent, comme dans les Etats-Unis d'Amérique, par exemple, où nous avons vu tant de lois promulguées pour combattre efficacement l'adultération des vivres.

Depuis quelque temps, les fabricants ont commencé à s'affirmer d'une façon plus intelligente, selon les lignes des unions d'autrefois, et dans la tâche qu'ils ont entreprise de régler la qualité des produits et d'établir une compréhension et une foi mutuelles entre le producteur et le consommateur, ils ont des chances de succès plus grandes que les employés de l'Etat.

Le discours du Dr. Bigelow évoque des aspects de relations commerciales qui touchent aussi directement la Chambre de Commerce Américaine du Levant. Un des buts prédominants de cette dernière est de s'associer ces hommes d'affaires dignes de confiance qui s'occupent du commerce entre l'Amérique et le Levant, afin que le simple fait

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About every six weeks  
calling en route at Ports in the Mediterranean, Levant and  
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L'**Equitable** a prévu, pour être distribuée comme bénéfices aux assurés en 1912, la somme de:  
**65 Millions de Francs.**

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d'appartenir à la Chambre soit en lui-même une garantie complète de capacité, de droiture et de bonne foi. A l'appui de ceci, nous aimerons reproduire une affirmation qui parut dans le premier numéro de la *Levant Trade Review*, et qui contient ce qui suit:

« Le but de la Chambre de Commerce Américaine du Levant est d'avoir exclusivement pour membres des hommes d'affaires d'une intégrité commerciale et financière irréprochable. Aucun aventurier ou personne de moralité commerciale équivoque ne seront tolérés dans la Chambre, et tout homme de cette catégorie qui, sous un prétexte quelconque, aura réussi à s'introduire dans l'association, en sera impitoyablement exclu sitôt découvert. Car l'intérêt de tous commande que le niveau soit maintenu aussi haut que possible, afin d'obtenir le respect et la confiance ici et à l'étranger. Et le fait d'être un membre de la Chambre de Commerce Américaine du Levant doit être une garantie positive, dans les limites humaines, de probité, de bonne foi et de sécurité, dans toutes sortes d'entreprises commerciales ».

§

### ADVERTISING RATES.

Advertising rates in *Levant Trade Review* until further notice are as follows:

¼ page	\$	3.50	per issue
½ „	\$	6.—	„ „
1 „	\$	10.—	„ „

or equivalent in Turkish gold.

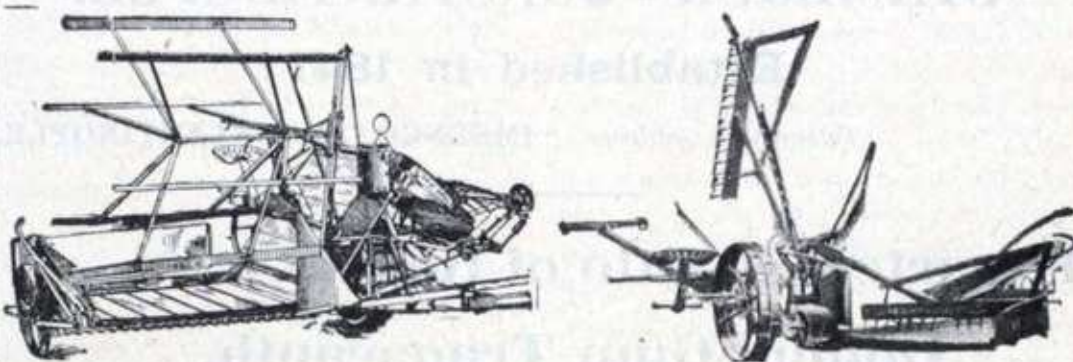
In all cases payment must be made in advance and should be exchange either New York or Constantinople.

### Austro-America to go to Canada.

The Austro-Americana Steamship Co. of Trieste, Austria, accepting the challenge of the Canadian Pacific Railroad which recently started a Mediterranean service for the transportation of immigrants to Canada, has also established a new steamship service from Trieste to Canada, touching the Greek port of Patras, proceeding from there to Portland, Me., Quebec and Montreal. The first steamer, the "Argentina" sailed on March 17th from Patras. The agents in America were instructed to quote a third class passenger rate of \$29.50 from Trieste for passengers destined for Canada, with the additional United States Government tax of \$4 on passengers destined to points in the United States, which rate is considerably less than that previously quoted.

When the announcement was made of the entrance of the Canadian Pacific into the Mediterranean trade, it was seen that the Austro-Americana and the Cunard were the lines chiefly affected by the new competition, these two companies having services from the Adriatic ports of Trieste and Fiume. The Austro-Americana has been greatly developed in recent years and has built large

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new ships such as the «Kaiser Franz Joseph I.» and the «Martha Washington», besides having another new steamer of 20,500 tons in the course of building, together with five new cargo-boats of a total tonnage of 66,750. It has furthermore recently purchased an additional first class passenger steamer and is negotiating the purchase of three more. It has lines to South America as well as to New York, and has the Achaia S. S. Co. as feeder to Turkish and other Levantine ports, and is in a position to quote exact freight prices to almost any port of the Levant. It has also obtained a large share of the emigrant business of the Eastern part of the Mediterranean, bringing many Greeks and other Levantine emigrants from Patras, at which port it calls regularly on the outward passage. The port of call in the

United States for the Canadian Line will be Portland, Me., the same as for the Cunard Canadian service, until the opening of the St. Lawrence for the summer service. The docking arrangements at Quebec and Montreal are now being made. From Portland the emigrants will be carried into the Dominion over the Grand Trunk Railroad, the head tax of \$4 imposed on emigrants landed in the United States being refunded on their crossing the Canadian border and no literacy test is imposed on passengers destined for the Dominion. We understand that the «Martha Washington» will be henceforth used on the Canadian service.

The Austro-Americana claims to have the fastest service between Constantinople and New York, the steamer «Kaiser Franz Joseph I.» having performed the voyage from

Patras to New York in 11 days, which, allowing 36 hours from Constantinople to Patras would make the total time occupied from Constantinople to New York exactly 12½ days.

The New York agents are Phelps Brothers, 17 Battery Place. The Constantinople agent is Mr. Theo. N. Curmusi, Tchibili Rihtim Han, Galata. Besides these the company has agents in all of the principal cities of the Levant. Freight rates from New York to any port of the Levant or vice-versa will be readily furnished to shippers on application by any of these agents as well as any other information in regard to the line in question.

§

### Trade Conditions in Armenia.

This district was again undisturbed in any way during the year 1912 in its general condition of business, but nothing special

was accomplished for the advancement of its industries. It is in the same condition as it has been for many years. However, the people of the country believe and hope that a promising future lies ahead of them when peace has been restored.

**Commerce of 1912.**—Owing to the continued war in Tripoli and more recently the call of the reserves of this district to the colors for the present Balkan War the commercial business in this region during the year 1912 has not practically been as active as in the preceding year. The imports have been 25 per cent less in quantity and 5 per cent less in value as compared with those of 1911. The exports from this district have been normal and there is nothing of importance to note except the crop of opium which has secured a prominent place among the exported articles of the past year.

**Prices.**—The rates of freight and the price of the imported goods were increased exorbitantly, especially during the last quarter of the past year, owing to the scarcity of the carriers who had been

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Western Union  
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Smyrna, Turkey.

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engaged by the government for military purposes in this district. However, the prices of wheat and other cereals have come down in spite of the high prices so that those opportunists who were storing a stock of such articles in order to sell later at a high price have been obliged to dispose of them at once at whatever rate they could get whenever they have been called into the army for the present war. The market here is still dormant. The merchants, not wishing to take any risks in the present situation, do not carry on any business on credit and thus a large quantity of manufactured and cotton goods remain in stock on their hands. The consumers, on the other hand, have limited their purchasing to the articles of most urgent need.

**Sugar and petroleum.**—The prices of these two items have considerably increased owing especially to the smallness of the stock on hand. They sell the lump sugar at six piasters per oke (1 oke=2.83 lbs.) and the petroleum at 115 piasters per case of two tins. Turkish lira at 108.

**Cotton Crops.**—The cotton yield of 1912 has not been satisfactory in quality, but it was sufficient in quantity. They sell at 34-36 piasters per batman of six okes.

**Opium.**—The opium raised in Malatia of this district in 1912 has been abundant and this has made up for the very short yield of 1911. According to a report the total value of the opium crop and opium seed and oil, exported to foreign countries, amounts to Ltq. 85,000 (\$374,000). One oke of opium is sold at Ltq. 2.60 on the average. There is also no fear so far of damages to the poppies of this year from frost.

**Winter.**—The winter started here with a heavy snow fall earlier than the usual time. Thirty inches of snow have fallen on this plain up to date and it is reported that abundant snow has also fallen in other parts of this district. The roads are blocked with snow and communication with the surrounding cities and sea coasts interrupted at this time. The





**INSPECTOR GOTTSCHALK, CONSUL MASTERSON, AND MEMBERS OF THE AMERICAN CONSULATE, HARPUT, TURKEY.**

condition of the wheat fields is excellent and the prospects for their yield next summer are favorable.

The following are the estimated import and export returns from this district for the year 1912. The share of the United States of America in these returns is estimated as follows :

1912	
IMPORTS :	
<b>From U. S.</b>	
Agricultural implements.....	\$1,200
Arms & ammunition .....	5,000
Books & periodicals.....	500
Cotton goods (cabo, sheetings, etc.)	18,000
Clocks & watches .....	1,000
Hardware & tools.....	3,000
Machinery & engines .....	2,000
Machinery of artesian well & supplies & pipes.....	2,300
Rubber overshoes & rubber goods.	4,200
Pumps & pipes .....	1,000
Sewing machines .....	6,500
Sundries.....	6,300
Total.....	\$51,000

1912	
EXPORTS :	
<b>To U. S.</b>	
Embroideries.....	\$25,000
Furs.....	15,000
Ghee (boiled butter).....	1,700
Goatskins .....	12,000
Rugs & kilims.....	18,000
Sausage casings.....	8,500
Sundries.....	5,800
Total.....	\$86,000

Respectfully submitted,  
GEORGE GHEVOND.

Mamouret-el-Aziz, Turkey,  
February 14, 1913.

§

**BOOKS RECEIVED.**

Les Forces économiques de l'Allemagne, présenté par la Dresdner Bank.--Berlin, le 1 Janvier 1913.

Economic Survey of Pittsburg, by J. I. Holdsworth, Ph. D.—Pittsburg, 1912.

## Cairo Branch

### American Chamber of Commerce for the Levant.

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According to the report of the Financial Adviser for 1912 the great economic progress of the country sustained a slight check due directly to the reduced value of the cotton crop in 1911 over the preceding year. This reduced value was not due to a poor crop, the one in question being only slightly behind that of 1910, but was due to lower cotton prices. The crop of 1911 amounted to 7,424,208 cantars valued at £E. 29,863,000 as against 7,573,537 cantars valued at £E. 35,840,000 in 1910. Seeing that by far the greater part of this crop is exported (as well as a large portion of the seed) it is clear that such a fall in prices will have considerable influence on the foreign trade of the country and consequently the imports suffered considerably, more especially in textiles and cereals. There were, however, certain articles in which an increase of importation was recorded, namely, coal and tobacco, despite the higher cost of transportation, more especially of the first article. The amount of gold imported into the country which amounted to five millions in 1910/11, was only a million and a half in 1911/12, these figures representing in part the profits of the cultivators. Although at the time of going to press the definite figures of the 1912/13 crop are not available, there are indications that this crop will be greater than ever before in the history of Egypt and may possibly reach the value of £E. 12,500,000, should prices continue good. This increase of production was no doubt due in part to the increased amount of area cultivated which was 10,575 *feddans* more than the previous year. The crop was, however, also

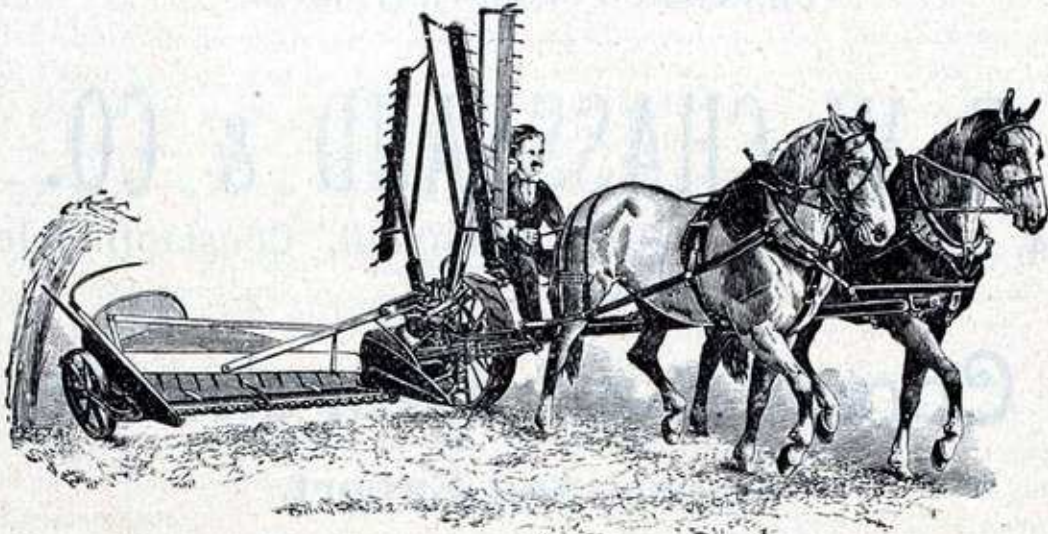
favoured by natural conditions and the scanty supply of water also served to increase the production.

The efforts put forth by the Egyptian government to fight the boll-worm and other parasites was attended with success, although we are informed at the time of writing that a new variety of boll-worm has just made its appearance, known as the pink boll-worm. Numerous laws have been enacted for the protection of the cotton crop against these parasites, as well as against deterioration of quality which might occur through indiscriminate mixing of the seeds. There are in all some 44 experimental stations for cotton-growing in Egypt and the results obtained have proved satisfactory and of great utility to the planters. 93 cotton marts or *halakas* have also been established in the course of the past year to protect the cultivators against the dishonesty of the brokers, and at these marts the latest returns of the bourse in Alexandria are posted daily. In this connection the enactment of the much discussed five *feddans* law might be mentioned, by which peasants' land cannot be seized for debt, when its entire area amounts to five *feddans* or less.

The finances of the Government continue to be satisfactory, the gross receipts amounting to £E. 400,000 more than in 1911, from which sum, however, at least £E. 100,000 must be deducted, being counterbalanced by extra expenses. The principal increases were in the following administrations: Railway, Telegraph, Tobacco, Justice, and Real-Estate Tax. The customs receipts showed a falling off, due to the causes above stated.

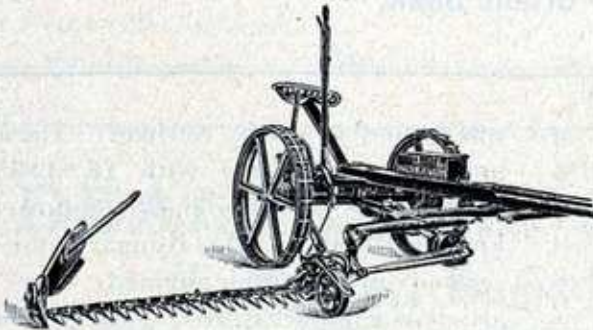
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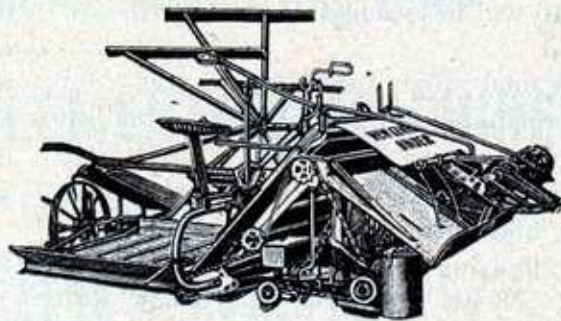
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As has been explained the imports of gold during the year amounted to 3½ million Egyptian Pounds less than the previous year. The returns of the last months, however, show a substantial increase, and it can be hoped that the figures of 1910 will be reached, if not indeed surpassed.

The total value of the import trade for 1912 amounted to £E.25,907,000, that of the exports to £E.34,574,000. The United Kingdom has the largest share of this trade, both in the imports and in the exports, figuring in the import trade with £E. 9,558,402 followed by Turkey with £E. 2,759,883, and Austro-Hungary, Germany, France, Italy and Belgium in the order named. The imports from the United States amounted to £E. 403,525 as against £E. 321,960, a substantial increase for a short period. The exports to the United Kingdom amounted to £E. 16,158,652, an increase of £E.2,078,504 over 1911. The exports to the United States almost doubled, amounting to £E. 4,120,895, thus placing the United States in second place, which

was formerly held by Germany. Germany, however, comes third with £E. 3,885,937, an increase of £E.768,373, followed by France, Russia, Austro-Hungary and Switzerland in the order named. The chief articles of import were: Textiles, cereals, metals and machinery, coal and wood, chemical products, and tobacco. The bulk of the exports was, of course, cotton, the only other large item being vegetable products. The exportation of cigarettes amounted to £E. 422,666.

The Egyptian Budget for 1913 shows that the receipts are estimated at £E. 16,130,000, the ordinary expenditure at £E. 14,909,000, and the special credits at 721,000, leaving a surplus of £E. 500,000. The estimated receipts show an increase of £E. 230,000. From 1913 onwards the Sudan renounces its annual subvention of £E. 163,000. The expenditures for 1913 show an increase of £E.230,000, as compared with 1912.

Note.— For rapid conversion of these figures the Egyptian Pound (£E.) may be reckoned at \$5. Its actual value is \$4.943.

## The Egyptian Market.

I have read with considerable interest the article which was published under the above heading in the December issue of *Levant Trade Review*, and in spite of the strong plea by the writer in favor of his case, I am sorry that I cannot agree with most of his arguments.

There are two sides to every question, and one of my objections against the article is that, although written by an agent or *middleman* between the manufacturer and the dealer, it considers the proposition exclusively from the standpoint of the Egyptian buyer, whereas apparently no attempt was made to understand that of the American exporter.

Besides I do not subscribe to the opinion "that generalities seldom convince and give a weak impression of what is actually wanted", and that the writer prefers to fall into the other extreme, namely of generalizing a particular instance.

It is not the question to decide if, in a

special case, a special manufacturer was right or wrong, but if the practice followed by the majority of American exporters in their business connections with the Orient is irrational, and for this purpose not one selected example—which moreover has the drawback of giving the matter a flavor of personality—but many instances are necessary. I shall therefore treat the question from a general business point of view, and as it appears from the article that also in this case the mode of payment formed the principal stumbling-block, I will start with this important point.

It has been my experience with many offers received from Oriental, especially Egyptian agents, that the credit question is always laid particular stress upon. As a rule it is stated that with 2, 3, 4, or 6 months credit, the bulk of the business can be secured, but that without such facility, there is not the slightest possibility of introducing the particular product, no matter how superior its quality, how favorable its price may be.

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The manufacturer may argue and prove that the terms he offers largely outweigh the credit extended by Continental exporters; it is preaching in the desert and the reply of the agent is: "The mode of payment that is practised in Egypt is so many months acceptance, and you will therefore have to do the same".

Here is a case of a firm actually proposing to a business house in America, i. e., at a distance of several thousand miles from a market, the habits and the trade of which he apparently has not the remotest idea of, to start connections by allowing 3 and 6 months credit, and feeling offended, because this manufacturer does not immediately jump at the proposal. The agent may contend that he has given references to inquire about his firm, and, although the result of such inquiries may convey the American exporter to a certain extent an idea of the people who offer to look after his interests, he does not feel any the wiser as far as the local trade is concerned.

After all, an agent does not take any responsibility as regards payment, and I beg

to ask, if under such circumstances, it is reasonable to blame an American manufacturer when he hesitates to take risks on such loose grounds?

Besides the same paragraph in which it is stated that the mode of payment practised in Egypt is against 3 and 6 months acceptance, continues by promising that it will be endeavored to reduce the credit to a minimum.

How will it be possible to reduce the credit to a minimum, if it is the general mode of payment? This sentence seems imply that there are certain firms who do not require credit, but buy against cash, and from the standpoint of the American manufacturer I would say: "Do not let us attempt to do all the business at once, but let us proceed in a conservative businesslike way with those few exceptional customers who pay cash, and try to educate the trade to our terms, and gradually increase the turnover". It is very likely that in this case the agent may find that in the beginning the business "is not done on a scale worth his while", but in the

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long run he is sure to realize that the latter method is the better of the two, and that his relations with the customers, as well as with his house are much more agreeable, than if he had started by extending long credits.

You cannot get away from the fact that it is always the buyer who pays, and sometimes very dearly too, for the credit, and a practical businessman will therefore prefer to have the benefit of the lowest price. By this I do not mean to say that the condition of payment in New York is the right way to set about the business, but I do believe that it is quite feasible to work up a satisfactory trade on the basis of payment net cash against documents on arrival of the goods at destination.

The second part under discussion is that of quotations c. i. f. port of destination, instead of f. o. b. New York.

It certainly must be possible for the exporter to quote c. i. f. Alexandria, however he may be right when he states that all depends upon the quantities to be shipped, for it makes a considerable difference in

the freight and transport charges whether one ships a complete carload or, for instance, a ton of a certain article.

This difference may run up to 2%, 3% or even higher, and I do not take it as a matter of course that the American manufacturer ought to suffer this loss. But again this is, in my opinion, a question of secondary importance which may be easily arranged. The main point is the condition of payment, and I think that it ought to be the endeavor of the agent to bring the views of the American manufacturer and those of the Egyptian merchant together by meeting them both half way, which may be effected by payment against documents at Alexandria.

If an article is of good quality and its price right, it sells without credit, and if there are merchants who prefer the bad and dear product with long credit, then.... I prefer to keep the conclusion for myself.

Respectfully submitted,

A. C.

Constantinople, March 24, 1913.

## A Russian-American Chamber of Commerce.

(Translation from the *Russkoye Slovo* of Febr. 5/13, 1913).

On February 2/15, a meeting was held at the White Hall of the Bolshaya Moskovskaya Hotel, attended by numerous representatives of Trade and Industry of this city, for the purpose of organizing a Russian-American Society for the promotion of business relations between these two countries.

The meeting was opened by a speech by Dr. Ozeroff, who was elected Chairman. "Two great nations" he said "great by their territories and by their history, mighty in wealth, ought to form a union, which will be profitable for both countries.

"The dormant productive faculties of the Russians need rousing. American energy could do a great deal towards this end, and nothing can equal its influence in this matter. We can learn a great deal from the Americans. Such a union will not be without advantage to America. The natural wealth of Russia offers a vast field for American enterprise.

"But a present, we have no central institution for the purpose of uniting the commercial activity of the two countries. There is no Russian-American Society which could promote this cause; there is no Russian-American Bank.

Dr. Ozeroff concluded his speech, expressing his satisfaction at the thought that such a Society was to be founded now, and spoke of the great future which might grow out of the "mustard seed planted at the present meeting."

Then followed a report of the Consul General of the United States.

He mentioned the continual growth of business transactions between the two countries, and went on to say how very desirable the organization of a Russian-American Society was for both countries. This Society would not only promote the development of business transactions, but would also improve the conditions of commerce between the two countries, and would make them better acquainted with each other.

The discussion concerning the objects of the proposed society was very animated.

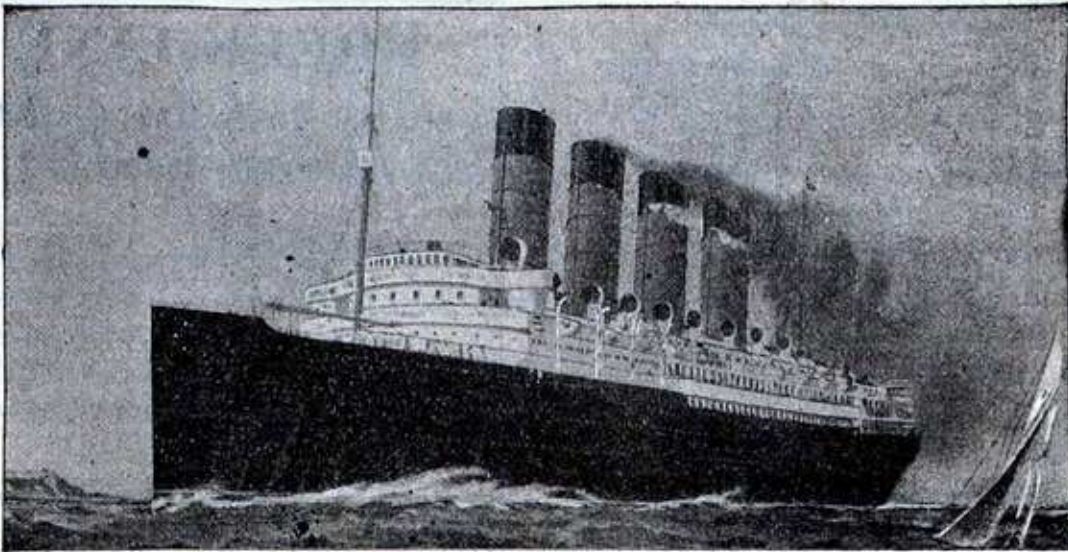
The vice-president of the Association of Mill and Factory Owners of the Moscow district pointed out that one of the aims of the future society should be to control the international grain market. Russia and America are the only countries which can regulate the prices on the West-European markets. The same applied to the naphtha and cotton markets.

Dr. I. M. Goldstein, of the Moscow University, finds the present moment especially suitable for a union between the two countries, as both are interested in the competition with Germany. At the present historical moment both countries have to defend their position on the German market and to contend with the increased export of German goods to their own markets.

Engineer M. T. Zarotchenzeff communicated the project of the statutes of the future society, drawn up by initiators. The aim of this society is to promote business relations between the two countries and the interests of their trade and industry.

A committee was organized for the purpose of thoroughly investigating this question. The following persons have been elected members of this committee: J. H. Snodgrass, Consul-General of the United States; Dr. I. Ozeroff; Theodore Costers, General Manager of the International Harvester Company; Dr. D. I. Golovnin; Mr. Henry Lehrs, a local manufacturer; M. T. Zarotchenzeff, Refrigerating Engineer of the Moscow-Kazan Railway; M. L. Kagan; Imkhanitzky, legal adviser of the American Consulate; W. F. Dixon, Manager of the Singer Company; A. A. Gurland, President of the Petersburg Commercial Mutual Credit Company; I. G. Kagan, Manager of the Moscow branch of the Azov-Don Bank; Mr. Holden, Manager of the Anglo-Russian Trading Company; Mr. Hirschfeld, representative of the J. Block Company; Mr. Dobry, President of the Russian Bank for Foreign Trade, and Mr. Vezey, American Vice-Consul at St. Petersburg.





S. S. Mauretania

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## L'Effet de la guerre Balcanique sur le prix du cuir.

(Traduit de *Dun's International Review*.)

L'effet qu'a eu la guerre des Balcans, avec ses possibilités de complications politiques européennes, sur le marché du cuir en Amérique, n'a peut-être pas été entièrement compris par beaucoup de négociants. La stabilité actuelle du prix des cuirs dans les Etats-Unis est due largement à l'activité des négociants européens — ou, plus clairement encore, le marché des cuirs américains est maintenu à sa hauteur présente par suite de la grande demande de cuir faite par l'Europe. Les cuirs vendus maintenant, "packers" et "countries", coûtent à peu près un *cent* de moins par livre qu'ils ne coûtaient en Novembre dernier, mais cette différence de prix provient, en partie, de la différence des qualités.

Les cuirs mouillés et salés de River Plate (Argentine) ont atteint le chiffre le plus haut qu'ils aient jamais connu, et les peaux de bétail "frigorifico steers" qui, en Novembre se vendaient à 20 *cents* par livre rapportent maintenant de 20¼ à 20½. Ce qui introduisit l'Europe dans le marché du cuir à un moment où sa faiblesse ici était si considérable, fut l'immense nombre de commandes militaires que presque tous les gouvernements de l'Europe firent simultanément. Les soldats des alliés balcaniques et de la Turquie avaient usé ou perdu sur les champs de bataille une forte partie de leur accoutrement qu'on dut remplacer. Mais les commandes faites par les nations belligérantes furent petites en comparaison des contrats signés par les gouvernements des puissances telles que l'Autriche, l'Allemagne, la Russie, la France, l'Italie, etc. Plusieurs contrats stipulaient la livraison

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### Exportations de la Turquie aux États-Unis d'Amérique.

Pendant l'année 1911, les exportations faites directement de la Turquie aux États-Unis d'Amérique s'élevaient à \$19,929,629 (frs. 99,648,145). Malgré deux guerres, ces exportations augmentèrent pendant l'année suivante, et le total atteint à la fin de Décembre 1912, s'élevait à \$22,131,056 (francs 110,855,280) sans compter Tripoli en Afrique, qui en 1911, avait été comprise dans les statistiques. Les détails seront fournis dans la *Levant Trade Review* de Juin. En 1910 les exportations de la Turquie aux États-Unis d'Amérique se chiffraient à \$14,877,809 (francs 74,3890,45). Il est donc facile de se rendre compte du progrès considérable accompli dans cette branche d'affaires.

### Exports from Turkey to the United States of America.

In the year 1911, the direct exports from Turkey to the United States of America amounted to \$19,929,629. In spite of two wars, these exports during 1912 increased, so that the total for the calendar year ending December 31, 1912, amounted to \$22,131,056, not counting Tripoli-in-Africa, which was included in the statistics for 1911. The details will be furnished in the June issue of the *Levant Trade Review*. In 1910 the direct exports from Turkey to the United States of America amounted to \$14,877,809. It will be seen that this business shows a healthy growth.

§

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

## Levantine Trade Notes.

Although a considerable number of American manufacturers and exporters write both to the Chamber, as well as to the American consular officers situated in the Levant with a view of getting in touch with these markets and doing business, the method which they subsequently pursue in writing to the firms thus recommended, often shows a misconception of the conditions existing in these markets, for which reason their efforts are not attended with satisfactory results, which shows the necessity of studying these conditions more thoroughly, and adopting similar methods to those pursued by the better Continental manufacturers who are increasing their business to great proportions in these parts from year to year.

American manufacturers are in too many cases under the impression that they are dealing with large retailers or department stores, such as would be the case, if they were writing to New York or Chicago. The fact is, however, that only in isolated cases do the retailers in Levantine countries buy direct, and should an American firm chance to get a stray order here and there in this way, it is generally of small importance, and even if the most complete satisfaction is given, the order is often not repeated, but is generally secured by some Continental firm through the personal solicitation of its agent or representative situated on the spot. Moreover the amount of energy expended in dealing separately with the retailers in the lines carried is very great and the results not satisfactory. Conditions are such throughout the entire Levant that personal solicitation on the spot is desirable for the carrying on of trade, and for this reason it is necessary for firms not able to have their own branch houses in these sections to appoint a first class, reliable, honest commission or distributing agent to look after their interests and secure orders from the local buyers for their account. This does not only refer to general business, but also to dealings with the governments, railways, etc., even with such railways which are under European control or management. In Turkey both the government and the railway companies invite tenders, the former mostly, but not always, by public adjudication, and the latter by a sort of private adjudication among firms and individuals with whom they are accustomed to do business and in whom they have confidence. American houses desiring to do business in this way must get into touch with representatives of this kind who make a specialty of such transactions and arrange for these to represent them whenever such tenders are called for, or whenever the occasion presents itself. Direct correspondence either with the government, the railway companies or the retailers can be, in general and without exception, regarded, as a waste of energy.

It is furthermore essential above all things that manufacturers and exporters exercise good judgement and care in the selection of a representative, but having done so, they should place confidence in him, give him as much help and encouragement as possible in his transactions for their account, in precisely the same manner as the German, Austrian, Italian and

other European firms are doing, which results so greatly to their advantage. In doing this, however, a retailer should not be selected, as other dealers desiring the article in question might not always be disposed to buy from their competitor and consequently seek to purchase elsewhere. We mention this as it has already happened in certain cases much to the detriment of the exporter. Although American firms generally object to giving an exclusive agency, on general principles, the necessities of the trade in the Levant require it, and working with more than one representative also proves unsatisfactory, as in that way competition is often created in one's own goods.

The next point to be mentioned is that of giving credits, as American manufacturers often demand cash with the order or against bill of lading. Here again the commercial conditions throughout the Levant are different from those in other parts of the world. We admit that the credit system has many drawbacks, but the ever enterprising German, Austrian, Italian and other manufacturers have, in the past, in order to secure the trade for themselves, turned the heads of the merchants by granting them long credits, and this has, in consequence become an established custom, so that they now demand it, and object to paying cash in advance or against bill of lading for goods from the United States when they can obtain similar goods on easier terms from European houses. Here again the commission agent or distributor objects to advancing the amount out of his own pocket, even in the cases where he is certain that the buyers are good, because his commission is small

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and the bank rates high, thereby eating up his profits, and although it happens that that he sometimes pays cash for sample orders in order to encourage possible future business, the transactions are often small and unimportant.

It is, under these circumstances, very natural that American manufacturers, situated at the distance that they are and entirely unversed in the conditions prevailing in the Levant, which they only know from the reports of newspapers written chiefly with a view of entertaining their readers, should reply that they cannot send goods to firms situated in such countries, who are entirely unknown to them, except they receive cash with order, or, at least, against bill of lading. They assert that they cannot be expected to assume such risk and that they are not protected.

It is true, however, there there are at least a dozen American firms doing a very satisfactory business in the Levant with credits and without incurring losses, even at this precarious moment when the Balkan War is raging, and representatives of firms who have not feared to go ahead, in spite of the conditions, have informed the Secretary of the Chamber that they have done a larger business in the Levant in 1912 than in any previous year. In fact English, French, Austrian, Belgian, Russian and Italian firms are doing business on this basis, and a very satisfactory business at that. The question is: How can it be done? How can the manufacturer give credit and protect himself against losses?

In the first place the manufacturer or exporter must be sure of his representative and be sure that he will look after his interests properly, and sell

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and second class passenger accommodation.**

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

only to houses known to be good payers, and *only* in this way can he guard against loss. He must make inquiries about the representative before reaching an agreement with him, and be absolutely certain that he is the right person. It is true that there is no American mercantile agency established as yet in the Levant, but it is a very simple matter to obtain confidential information with regard to any business house in the Levant, if gone about in the right way. Members of the Chamber situated in the United States are furnished such information by the Chamber free of any charge, whatsoever, and reports may also be obtained from the local banks at a trifling expense. This is the universally adopted method of European houses, and the information obtained in this way is in almost every instance reliable.

Messrs. XX....., a house which has been working for some years in exports and which is known to be strictly honest and energetic, were interested by the Chamber in the importation of American goods. They enlarged their office force and opened an import department to specialize in business with the United States, and started correspondence on an extensive scale. The American manufacturers demanded cash in advance in the United States, but the firm in question being obliged to sell on credit to its customers, found it unprofitable to advance the sums out of its own pocket. Nevertheless in order to encourage trade they did place a few orders, paying cash in advance. They soon found that they were losing money, however, and very naturally turned to European firms, who made inquiries about them, found that they were the people of good reputation and deserving of



confidence, shipped them samples free of all charges, as well as goods in consignment, first small amounts, which, being sold immediately on their arrival, were followed by larger shipments, so that now, perfectly satisfied with the business they have started, they do not feel inclined to continue trading with the United States merely for sentimental reasons.

Some American firms have, in order to protect themselves demanded that the representative guarantee the credits of the firms to which he sells and in some cases this has also been done. Representatives generally feel, however, that the sums involved are often too large in view of their small commission to allow them to do this, and the head of one of the largest importing houses in Constantinople recently stated to the Secretary, that he had for several years been doing a business of thousands of pounds yearly with German firms, and had never yet incurred for them a single loss, but there was absolutely no certainty that such a loss might never occur. American manufacturers should, in these instances, show a certain amount of enterprise and take a certain amount of risk upon themselves, if they desire to build up a satisfactory business in these parts, and should not demand a too one-sided agreement. They should in this instance take an example by the Germans who have certainly shown themselves most capable in export trade to the Levant, although the quality of their goods exported is often behind that of the Americans.

We must, however, here state that those firms who are doing a successful business on the credit system have only reached this point by considerable

# TIANO FRÈRES & C<sup>IE</sup>

*Saloniki, Constantinople, Adrianople, Uskub, Smyrna.*

## Works and Foundry at Saloniki

### PURVEYORS TO THE MINISTRIES OF WAR AND PUBLIC WORKS

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

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

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

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

## Wabash Hardwood Co., Beaumont, Tex.,

### ETATS-UNIS D'AMERIQUE

Nous désirons entrer en communication avec les fabricants de "hardwood logs" ou autres personnes intéressées à toutes sortes de bois de construction.

Comme nous tenons à correspondre directement avec les intéressés eux-mêmes, nous déclinons toute offre d'intermédiaires ou d'agents.

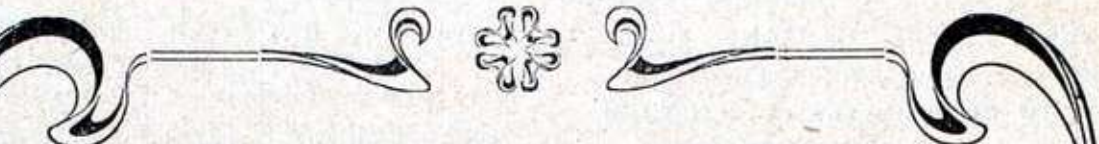
experience which they have gradually acquired by beginning with small orders and gradually increasing them, and they are naturally in a better position to protect themselves against losses than newcomers who have no knowledge whatever of the market, and it will no doubt be demanding too much of American manufacturers entering this field for the first time to immediately plunge into a large business along these lines. It must be further borne in mind that American manufacturers in most cases produce an article much superior in quality to that which is being sent to the Levant by Continental manufacturers, and if, in order to give credit, the manufacturer in America should see himself obliged to lower the quality of his article, we should consider the same very unfortunate, and we truly hope that the reputation for quality now enjoyed by American articles in this part of the world will never be lessened.

It might here be remarked that we by no means desire to convey the impression that it is impossible to do business in the Levant without the granting of credits, but we do mean to say that, as long as present conditions exist, it will be difficult to do a business of large proportions without credits, and that in every event manufacturers should not demand cash with the order, if there is any way of finding out about the customer beforehand, as even the best payers, such as the governments and the railways, where the money is absolutely certain, will, in most cases, only pay after receipt of the goods.

It is also to be wished that American firms will send their commercial travellers to visit the markets of the Levant, both to select the representatives as well as to cooperate with them when appointed. It is indeed very pleasing to note that the number of commercial travellers visiting the Levant is steadily increasing, and in each case proves to be a good investment in the long run, leads to a better understanding of conditions, and more business than could ever be obtained by correspondence.

It is also to be desired that American manufacturers show more liberality in the matter of sending samples and that they do not adopt too harsh a tone in the carrying on of correspondence, as merchants here are accustomed considerable degree of courtesy.

We must, in all fairness say that in certain cases American manufacturers have sent goods in consignment or granted credit and have had bad experiences. While regretting such cases, we would, however,




Established: 1874.

# SIDNEY NOWILL & C<sup>o</sup>


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CONSTANTINOPLE



IMPORTERS, GENERAL MERCHANTS,  
Commission and Forwarding Agents  
etc. etc. etc.



DEALERS IN ELECTRICAL

Agricultural and General

MACHINERY



## HONORARY MEMBERS.

SULEIMAN EFF. BUSTANI, Beirut, Syria, Senator of the Ottoman Empire.

A. L. M. GOTTSCHALK, No 4 Trafalgar Square, London, England, American Consul General at Large, Middle East and Africa District.

JOHN F. FITZGERALD, Mayor of Boston.

GEORGE W. SHELDON, Chicago, President, National Business League of America.

CHARLES R. CRANE, Chicago.

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

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

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

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

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

state that in these instances considerable carelessness has been exercised in the looking up of references, and such firms either did not know about the Chamber, or applied to commercial organizations in the United States who thought they could obtain the information by going over the Chamber's head. *Levant Trade Review* keeps American manufacturers, exporters, and importers posted on the prevailing conditions in this market, and is spreading knowledge where there has been misconception, and confidence where there has been mistrust. It moreover contains in each number a classified trade index of the leading business houses in the Near East interested in dealings with the United States, and American manufacturers should make good use of this list. These are all houses of good commercial standing and no house of doubtful standing will be tolerated as a member of the Chamber, and should any such fact be brought to light, such firm will be expelled inexorably. The Chamber is at all times ready to answer fully and conscientiously all inquiries regarding trade in the Levant from its members in the United States, whose communications receive the most prompt attention.

H. B.



**La New York, Compagnie d'Assurances sur la Vie.** — L'EXERCICE 1912. — Avant la mise sous presse de notre revue nous venons de recevoir de "La New York" Compagnie d'assurances sur la vie, les chiffres supplémentaires suivants :

Dividendes attribuées à la clôture de l'exercice	...	Ers.	79.627.631.—
Nombre de polices en vigueur	...	»	1.051.980.—
Assurances en vigueur en Turquie : 7655 polices montant à	...	»	53.349.664.—
Total des avances effectuées aux assurés en Turquie jusqu'au	...		
31 décembre 1912	...	»	4.511.869.11
Payé en Turquie en 1912	} pour décès...	»	769.074.40
		pour assurances mixtes arrivées à terme	»
Dividendes de 1908 à 1913 sur polices à participation annuelle émises en 1907, avec effet initial en 1906 ; âge de l'assuré 30 ans ; participation en pourcentage de la prime annuelle, en 1913 :			

Vie entière, prime viagère.	...	19,73%
Vie entière, vingt primes ..	...	19,42%
Mixte de vingt ans	...	19,26%

**Panama California Exposition.** — Exporters from the Near East to the United States will have an excellent opportunity to exhibit their goods at the Panama-California Exposition to be held at San Diego, Cal. in 1915. The Director of Exhibits of this exposition is prepared to receive application space. We understand that no charge is to be made for the space allotted, and should the exhibitor desire not only to display his wares, but also to sell them, an arrangement can be made whereby this selling privilege would be granted.

It should be carefully noted that this is a different enterprise from the Panama-Pacific Exposition, but any exhibitor at this latter might also easily maintain an exhibit at San Diego, as well as at San Francisco, especially as it is to be kept open all through 1915.



**Honorable William C. Redfield,** Secretary of Commerce in the new Cabinet, in accepting election to honorary membership to the Chamber, writes to the Secretary:

“In so far as this will permit my

assisting in the development of American commercial interests in the Near East, I shall be glad to cooperate. I have, since accepting the Secretaryship of Commerce, given up all my personal business interests of every kind, but retain, both personally and officially, my desire to serve American trade”



**Bank of Athens to Expand.** — One effect of the Balkan War will be an enlargement of the sphere of operations of the Bank of Athens. In preparation for this the management is to be reorganized and certain articles in the statutes are to be modified. The annual meeting will be held in Athens on April 3, when a proposal will be submitted for the writing down of the capital by 15 million drachmae. The amount at issue is 50 million drachmae, out of an authorized total of 60 million. At the same time a proposal will be made to provide the bank with fresh capital to the extent of the amount written off “with a view to enable the bank to extend its operations into the territories recently acquired by Greece.” The shares are of 100 drachmae, and are quoted about £3 10s each. Recent dividends have been at the rate of 7 per cent. There is a reserve fund of nearly 40½ million drachmae. Originally the capital was only 10 million drachmae. It was doubled in 1904, further raised to 40 million in 1906 and to 60 million drachmae in 1909. In March, 1911, 50,000 shares were issued to shareholders at 122.50 francs per share and a like amount privately.

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

**Officers:**

JOHN E. KEHL . . . . .	Honorary President
SAM. SCIALOM . . . . .	President
EDMOND MAULWURF . . . . .	Vice President
SYLVAN BRAÛTMAN . . . . .	Secretary
VICTOR SCIANKY . . . . .	Treasurer
MESSRS. IHNO BENSUSSAN, ABRAM ERRERA, ISAAC IAHIEL, J. MODIANO, UGO MODIANO, VITAL OJALVO, N. SALTIEL, BAROUH SARFATI, HENRY TIANO, ALBERT MOSSERI . . . . .	} Directors

Established in 1890

# A. G. ARSEN & Co.

CONSTANTINOPLE, TURKEY.

Cable Address: "ARSEN", CONSTANTINOPLE.

GENERAL EXPORT MERCHANTS & COMMISSION AGENTS

## SPECIALITIES:—

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

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

## BANKERS:—

London County & Westminster Bank, Ltd., London.

## PERSONALIA.

Dr. Marcellus Bowen, President of the *American Chamber of Commerce for the Levant* returned to Constantinople, accompanied by Mrs. Bowen, on the S. S. *Laconia* after an absence of 10 months. Dr. Bowen spent some three months in Persia last summer and from thence proceeded to the United States, where he was unfortunately prevented from attending the Fifth International Congress of Chambers of Commerce by a severe, but short illness. Dr. Bowen has returned in most excellent health and in high spirits. He expressed his satisfaction at the strides made by the Chamber during the past year, which despite two wars, had increased its membership and scope of activity, as well as having improved its financial condition.

Mr. H. A. Aivazian, Field Manager of the International Harvester Com-

pany of America in the Near East, has this time made a slightly longer stay than usual in Constantinople and incidentally got married. *The American Chamber of Commerce for the Levant* offers him its hearty congratulations. Mr. Aivazian left on March 25th for Smyrna, and will still remain about three months longer in the Levant looking after the interests of his company.

Major John Parc Finley, U. S. Army Governor of the Moro or Muhammedan group of islands in the Philippines, is visiting Constantinople on a diplomatic mission. Governor Finley has addressed the students of both the American College for Girls and Robert College and made a most favorable impression. With men like Governor Finley on guard at the outposts, American administration of the Philippines can but be a blessing to the natives and a credit to our nation.

William Edward Bemis, 2nd Vice President of the Standard Oil Company of New York, has spent a couple of weeks in Constantinople arranging for the expansion of the Company's activities in these parts. It is understood that permission has been obtained from the Prefecture for the erection of petroleum tanks on the Bosphorus, which undoubtedly means cheaper oil for the consumers. We would congratulate Mr. Bemis on his success.

Grant Hugh Browne, representing American and British tobacco interests, is on a visit in Constantinople with a view to obtaining the concession now held by the Régie Co-Intéressée des Tabacs de l'Empire Ottoman.

**No Moratorium in Turkey.**—The Turkish Minister of Commerce, after

consultation with the principal banking establishments and the Ottoman Chamber of Commerce in Constantinople, has decided not to declare a moratorium, on the ground that the Turkish market has not felt the consequences of the war in any marked degree. The banks have undertaken to help the merchants in case of need by an extension of credit.

**German Capital in Turkey.**—In accordance with the terms of a concession obtained by the Deutsche Bank for the installation of an electrical railway system in Constantinople, a company with a capital of £T440,000 has now been formed to carry out the undertaking. It represents a group of German manufacturers of electrical plant and is named the "Société Anonyme Ottomane des Chemins de Fer Métropolitains de Constantinople et sa Banlieue."

# FAIRBANKS

Robinetterie et Outillage Américain.

Moteurs à gaz et à essence.

Organes de Transmission.

Poulies en tôle d'acier emboutie.

Fournitures Industrielles.

*Livraisons immédiates du stock important à Hambourg.*

**The Fairbanks Co., New York and Hamburg 8.**

Représentants pour la Turquie: E. & J. SPRINGER Frères  
STAMBOUL, CONSTANTINOPLE.

# BANCO DI ROMA

Capital fully paid up Lits. 100.000.000

Head Office: **ROME**

**BRANCHES & AGENCIES IN ITALY:**— ALBA — ALBANO LAZIALE  
AREZZO — AVEZZAN — BRACCIANO — BAGNI DI MONTECATINI — CANELLI — CORNETO  
TARQUINIA — FARA SABINA — FLORENCE — FOSSANO — FRASCATI — FROSINONE  
GENOA — LUCCA — MONDOVI — NAPLES — ORBETELLO — ORVIETO — PALESTRINA  
PINEROLO — SIENNA — SUBIACO — TIVOLI — TURIN — TORRE ANUNZIATA — VELLETRI  
VIAREGGIO — VITERBO.

**FOREIGN BRANCHES & AGENCIES:**— ALEXANDRIA (of Egypt)  
CONSTANTINOPLE — BARCELONA (Spain) — BENGASI — CAIRO — JERUSALEM — MALTA  
MONTBLANC (SPAIN) — PARIS — TARRAGONA — TRIPOLI OF BARBARY.

Telegraphic Address: **BANCROMA.**

Address of the Constantinople Office: **UNION HAN, Rue Volvoda, GALATA.**

*The Bank conducts all ordinary Banking Business — Grants Drafts, and  
Telegraphic Transfers — Negotiates and Collects Bills payable in any part of  
the Turkish Empire, Persia and the Balkanic Peninsula — Issues Letters of  
Credit — Opens Current Accounts.*

*Strong Rooms provided for the custody of deeds of value, Jewelry and other  
property lodged on behalf of customers or bearers of Letters of Credit.*

## Miscellaneous Items.

(From *The Near East*).

The report of the Deutsche Bank for the year 1912 was issued last week and is of the greatest interest, in view of the intimacy of the relationships existing between this institution and the economic development of Turkey. In spite of the war in Tripoli and the European Provinces, the Constantinople branches of the bank have had to record increased prosperity. The report records with satisfaction the development of the traffic on the Anatolian railway and the fact that the sections Haidar Pacha-Angora and Eski-shehir-Konia both yielded a surplus to the Ottoman Government instead of entailing a payment on account of kilometric guarantees. The progress of the irrigation works on the Konia Plain has equalled the most sanguine expectations and the water will be in course of delivery already this spring. The construction work on the Baghdad Railway continues

to be actively pushed, in spite of difficulties caused by the war. The active nature of the interest taken by Germany in Turkey is shown by the fact that while she holds only about 20 per cent of the total foreign indebtedness of Turkey, she is interested to the extent of over 40 per cent in the railways actually operating in the Ottoman Empire.

§

The chairman at the recent meeting of shareholders of the Ottoman Gas Company stated in the course of his speech that a large number of Turks from the European vilayets had immigrated to the country round Smyrna, and that in consequence of this reinforcement of the population the shortage of labor which followed on the mobilisation had been made up. Indeed, according to Colonel Clarke, the area under tillage had been considerably increased; so that the fears at first entertained, that there would be a large deficit in this year's crops, would seem to be groundless after all.



Similar encouraging prospects were held out at the half-yearly general meeting of the Ottoman Railway. The report presented showed that, in spite of the ultra-depressing state of affairs generally, the earnings of the line from passenger traffic were larger than during any corresponding previous period in the history of the company. There was a falling-off in the goods traffic, but this is naturally accounted for by the unfortunate dispute between the fig-growers and the packers. The directors showed their appreciation of the conditions, and acted very wisely in increasing the carry-over.

§

Industry in Albania is in its infancy. In the sandjak of Durazzo and Elbassan there are only five or six steam flour mills of small power and one soap factory. There are also two steam flour mills and one soap factory in Scutari, where recently a modern macaroni factory of small steam power has also been established by an Italian. It depends, however, on the character and the conduct of the Albanians,

now that they will form an independent State in Europe, to create a prosperous Albania, for there are other naturally rich resources in the country, the development of which will promote various branches of industry, agriculture, and commerce.

§

**New Members.**—Since printing the classified trade index of the present issue of *Levant Trade Review* the following applications for membership to the Chamber have been received by the Secretary:

The Gandy Belting Co., Baltimore, Md., Sole Manufacturers of Oxylo stitched cotton duck belting.

J. Compte-Calix & J. G. Saverio, 7, Rue Tchinar, Galata, Constantinople, Agents of "La Foncière Insurance Co." and Correspondents of the Board of Underwriters, New York, N. Y.

E. D. Chamarakis, Rethymno, Crete, Importer & Exporter, Steamship and Insurance Agent.

Coenca Frères, 38, Avenue de la Sublime Porte, Stamboul, Constantinople, Government Contractors, Importers of Arms and Ammunition, Machinery and Hardware and Exporters of Skins, Tobacco, Dried Fruits and Carpets.

## E. D. CHAMARAKIS, RETHYMNO, CRETE.

Head Office at RETHYMNO; Branches at CANEA & CANDIA.

EXPORTATION of all Cretan Products: Valonea, Carobs, Almonds, Limes, etc.

Manufacturer & Exporter of Pure Candia Olive Oil and Olive Oil Products.

AGENT of the	National Steam Navigation Co. of Greece, Limited.	Athens.
" " "	Anglo-Hellenic S. S. Co.	London.
" " "	Lieber's Line of Steamers.	Antwerp.
" " "	the Deutsche Levante Linie.	Hamburg.
" " "	Archipelago American S. S. Company.	Smyrna.
" " "	Phocéenne S. S. Co.	Smyrna.
" " "	Kejelodiki S. S. Co.	Syra.
" " "	Ionian S. S. Co. Yannoulato.	Piræus.
Correspondent of the	Banque Commerciale de Grèce.	Athens.
" " "	American Express Co.	New York, N. Y.
" " "	Cleveland Trust Co.	Cleveland, Ohio.
" " "	Smyrna Bank, Ltd.	Smyrna.

**Insurance & Commission Agent.**

*Correspondence in English, French, Italian and German.*

**Cable Address: CHAMARAKIS. Codes A.B.C. 5th Ed., Lieber's Private.**

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

ALEPPO . . . . .	LORENZO Y. MANACHY.
ATHENS (Greece) . . . . .	J. M. SCHAPIRA.
BAGDAD . . . . .	JAMES SCOTT LEVACK.
BELGRADE (Servia) . . . . .	SAMUEL WEISS.
BRAILA (Roumania) . . . . .	ANTHONY THEODORIDI.
BRUSSA . . . . .	THEO. A. BALDWIN.
BUCHAREST . . . . .	JEAN HAUSER.
DARDANELLES . . . . .	F. R. J. CALVERT.
HARPUT . . . . .	GEORGE GHEVOND.
JANINA (Albania) . . . . .	A. PHILIPPOU.
JERUSALEM . . . . .	ALTER LEVIN.
KONIA . . . . .	VAYANOS FRÈRES.
LARNACA (Cyprus) . . . . .	P. J. LOUISIDES.
MERSINE . . . . .	{ DEMOSTHENES LYKIARDOPOULOS. JOHN DEBBAS.
SAMSOUN . . . . .	WILLIAM PETER.
TREBIZOND . . . . .	ISAIAH MONTESANTO.



### Summary of Members by Districts.

Aden . . . . .	1	France . . . . .	1
Adrianople . . . . .	1	Germany . . . . .	2
Afion Karahissar . . . . .	1	Harput . . . . .	2
Albania . . . . .	2	Jerusalem . . . . .	25
Aleppo . . . . .	25	Konia . . . . .	1
Alexandria . . . . .	4	Malta . . . . .	1
Athens . . . . .	11	Mersine . . . . .	20
Baghdad . . . . .	25	Mitylene . . . . .	8
Beirut . . . . .	30	Patras . . . . .	6
Brussa . . . . .	1	Roumania . . . . .	4
Bulgaria . . . . .	2	Salonica . . . . .	56
Cairo . . . . .	26	Servia . . . . .	7
Constantinople . . . . .	109	Smyrna . . . . .	43
Crete . . . . .	2	Trebizond . . . . .	26
Cyprus . . . . .	1	United States of America . . . . .	91
Dardanelles . . . . .	2	Total . . . . .	536

# CLASSIFIED LIST OF MEMBERS

## American Chamber of Commerce for the Levant

(PLEASE REPORT ANY INACCURACIES TO THE SECRETARY).

### Advertising Agencies.

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

### Agricultural Implements & Machinery.

Acme Harvesting Machine Co., Exporters . . . . . Peoria, Ill., U. S. A.  
Artus, Jean, Importer . . . . . Mersine.  
Avedissian & Kechichian, Importers . . . . . Adana.  
Avery Co., Exporters . . . . . Peoria, Ill., U.S.A.  
Balladur, Paul J., Importer . . . . . Smyrna.  
Blockey, Cree & Co, Importers . . . . . Baghdad.  
Blum & Levy, Importers . . . . . Jerusalem.  
Bonja & Co., A., Importers. . . . . Aleppo.  
Chipman Limited, 10 Bridge St., Exporters . . . . . New York, N.Y., U.S.A.  
Chisnell & Sons Co., Ltd., George, Importers, Galata, . . Constantinople.  
Debbas, Jean, Importer. . . . . Tarsus  
Demirdjian, Moses N., Importer. . . . . Aintab.  
Dizengoff, M., Importer. . . . . Jaffa.  
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul. . Constantinople.  
Egyptian American Agricultural Engineering Co.. . . . . Cairo, Egypt.  
Farquhar, A. B. & Co., Exporters, Cotton Exchange Bldg. New York, N.Y., U.S.A.  
Flechsig, Oscar, Importer. . . . . Aleppo.  
Frangakis, Ant. Ch., Importer . . . . . Aleppo.  
Franghakis & Sinnossoglou, Importers . . . . . Adana.  
Goldenberg & Fils, David . . . . . Braila, Roumania.  
Haim, D., Importer . . . . . Jaffa.  
Hindié, Elias, Importer . . . . . Aleppo.  
International Harvester Company, Exporters, Ferdinandstr. 5, Hamburg, Germany.  
Karamanoukian & Fils, Garouge, Importers . . . . . Aintab.  
Laughton & Co., C., 42 Perchembé Bazar, Galata. . . . Constantinople.  
Louisides & Co., P. J., Importers, Larnaca . . . . . Cyprus.  
Loutfalla, Georges, Importer . . . . . Adana.  
Lykiardopoulos Fils, A., Importer . . . . . Mersine.  
Montgomery Ward & Co., Exporters . . . . . Chicago, Ill., U.S.A.  
Nergararian, H.G., Importer, . . . . . Varna, Bulgaria.  
Nergararian, Harutune, Importer, Khorassandji Han, . . Constantinople.  
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata. Constantinople.  
Selian, R.B., Importer. . . . . Mersine.  
South Bend Chilled Plow Co., Exporters. . . . . South Bend, Ind., U.S.A.  
Strong & Trowbridge Co., Exporters, 11, Battery Place, . New York, N.Y., U.S.A.  
Sursock, Aziz, Importer . . . . . Tarsus.  
Tiano Fli, Società Italo-Orientale, Importers. . . . . Salonica.  
Velissarides & Co, E., Importers . . . . . Trebizond.  
Walter A. Wood Mowing & Reaping Machine Co., Exporters Hoosick Falls, N.Y., U.S.A.  
Walter A. Wood Co., Ltd., 36 Worship St. . . . . London, England.  
Walter A. Wood Company m.b.H., Elisabethufer 5/6 . . Berlin, Germany.  
Whitman Agricultural Co., Exporters, 6900 South Broadway, St. Louis, Mo., U.S.A.

**Antiquities.**

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

**Architects.**

R. R. Kendall, c/o British Post Office, Galata . . . . .	Constantinople.
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**Attorneys at Law.**

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

**Automobiles.**

Avigdor, N. S., Inayet Han, Stamboul . . . . .	Constantinople.
Belart Lanz, F., Importer, Ihsan Bey Han, Stamboul . . . . .	Constantinople.
Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji, . . . . .	Constantinople.
Chipman Limited, 10 Bridge St., . . . . .	New York, N. Y., U.S.A.
Ford Motor Co., Exporters, . . . . .	Detroit, Mich., U.S.A.
Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera, . . . . .	Constantinople.
The Studebaker Corporation of England, Ltd., 143/5 Great Portland St., . . . . .	London W., England.
The Studebaker Corporation. . . . .	South Bend, Ind., U.S.A.

**Bakers' & Confectioners' Supplies.**

Jaburg Bros., 1 & 3 Worth St., . . . . .	New York, N. Y., U.S.A.
United Confectioners' Supply Co., 561 Greenwich St. . . . .	New York, N. Y., U.S.A.
Wood & Selick, Hudson, Duane & Thos. St., . . . . .	New York, N. Y., U.S.A.

**Banks and Bankers.**

Anglo-Egyptian Bank . . . . .	Cairo, Egypt.
Anglo-Palestine Co. Ltd. . . . .	Jerusalem.
» » » » . . . . .	Beirut.
Asfar & Co. . . . .	Baghdad.
Banque d'Athènes . . . . .	Constantinople.
» » . . . . .	Salonica.
» » . . . . .	Samsoun.
» » . . . . .	Smyrna.
» » . . . . .	Cairo, Egypt.
Banque Commerciale de Palestine . . . . .	Jerusalem.
Banque d'Orient. . . . .	Smyrna.
» » . . . . .	Salonica.
Banque de Salonique. . . . .	Constantinople.
Banque Impériale Ottomane . . . . .	Constantinople.
» » » . . . . .	Kerassund.
» » » . . . . .	Trebizond.
Capayannidès, G. . . . .	Trebizond.
Dagher, Butros & Co., . . . . .	Beirut.
Deutsche Orientbank A. G. . . . .	Constantinople.
Lemmi Frères, G. . . . .	Ordou.
Lévy, Juda Gabriel . . . . .	Janina, Albania.
Lavromati, André. . . . .	Mersine.
Modiano, Saül Is. . . . .	Salonica.
Modiano, Ugo R. . . . .	Salonica.
Phostiropoulo Frères, . . . . .	Trebizond.

Pisani, Alex. G., . . . . .	Kerassund.
Prager Creditbank, Filiale . . . . .	Belgrade, Servia.
Sabbag & Fils. . . . .	Beirut.
Trad & Co., G. . . . .	Beirut.
Turnbull, Jr. & Somerville . . . . .	Valetta, Malta.
Wiener Bank Verein, . . . . .	Constantinople.

### **Beds and Supplies.**

Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji, . . . . .	Constantinople.
Lambichi, M. E., Importer, . . . . .	Smyrna.
Sassine & Louvari Frères, Importers, . . . . .	Cairo, Egypt.
Simmons Manufacturing Co, Exporters, . . . . .	Kenosha, Wis., U.S.A.
Sulfern & Co., Exporters, 90-96 Wall St., . . . . .	New York, N.Y., U.S.A.

### **Beer.**

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

### **Belting.**

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

Altiparmak-Mertzanoff, C. S., Importer, Taxim, Pera. . . . .	Constantinople.
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### **Blotting Paper.**

Albemarle Paper Manufacturing Co. . . . .	Richmond, Va., U.S.A.
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### **Boots and Shoes.**

Andrea & Barba, Importers. . . . .	Salonica.
Bates & Co., A.J., Mfrs. & Exporters, 176-178 Duane St., . . . . .	New York, N.Y., U.S.A.
Chasseaud & Co., F.W., Importers, Kossova Han Sirkedji . . . . .	Constantinople.
Damiani, Barnabé, Importer, . . . . .	Jerusalem.
Daoud & Abdo, Importers. . . . .	Beirut.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Fulias & Co., Importers, Abid Han, Galata, . . . . .	Constantinople.
Georgatos, N.E. Manufacturer . . . . .	Athens, Greece.
Hananel, N.B., Importer, Xanthopoulo Han, Stamboul, . . . . .	Constantinople.
Hindie Frères, Importers, . . . . .	Aleppo.
Hug & Co, Importer . . . . .	Cairo, Egypt
Kirchner & Co., Importers . . . . .	Aleppo.
MacVittie, F., Importer, . . . . .	Smyrna.
Magnifico, E.A., Importer, . . . . .	Smyrna.
Sassine & Louvari Frères, Importers . . . . .	Cairo, Egypt.
Sciaky, Salomon J., Importer, . . . . .	Salonica.
Strong & Trowbridge Co., Exporters, 11, Battery Place . . . . .	New York, N.Y., U.S.A.
Sursock, Aziz, Importer, . . . . .	Tarsus.
Tambakis, E. C., Importer, . . . . .	Smyrna.
Valescaki Spiro, Importer. . . . .	Cairo, Egypt.

### **Builders' Hardware.**

Bjum & Levy, Importers, . . . . .	Jerusalem.
Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji . . . . .	Constantinople.
Kuster & Co., R., Importer. . . . .	Cairo, Egypt.

Matteossian, Leon, Importer, Tevekel Han, Galata . . . . .	Constantinople.
Russell & Erwin Mfg. Co., Exporters . . . . .	New York, N.Y., U.S.A.
Strong & Trowbridge Co., Exporters, 11, Battery Place . . . . .	New York, N.Y., U.S.A.
Tiano, Fli., Importers . . . . .	Salonica.
Vafiades, V., Importer . . . . .	Trebizond.

### Butter (Aleppo-Sheep)

Barsamian, Hagop, Exporter. . . . .	Aleppo.
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### Canary Seed.

Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb. . . . .	Constantinople.
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### Candles.

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

### Camping Outfitters.

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

Ourfalian & Bitchakdjian, Importers . . . . .	Mersine.
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### Carpets and Rugs.

Andria, H. de, Exporter, . . . . .	Constantinople.
Afar & Co., Exporters . . . . .	Baghdad,
Blackler, F., Exporter, . . . . .	Smyrna.
Castelli, N., Exporter, Validé Han, Stamboul, . . . . .	Constantinople.
Chasseaud, F. W., Exporter, Kossova Han, Stamboul, . . . . .	Constantinople.
Filipachi, Paul, Exporter, Keuprulu Han, Stamboul, . . . . .	Constantinople.
Gulbenkian Bros & Co., Gulbenkian Han, Stamboul . . . . .	Constantinople.
S. Haim, Musée Oriental, Kabristan 14, Péra . . . . .	Constantinople.
Harputlian, Kevork, Exporter, Buyuk Yeni Han, Stamboul . . . . .	Constantinople.
Ihmsen & Co., Exporters, Rue Findjandjilar, Stamboul. . . . .	Constantinople.
Kafaroff, Talip A., Exporter, Rassim Pacha Han, Stamb. . . . .	Constantinople.
Karadaghli, A. E., Exporter, Djéférié Han, Stamboul. . . . .	Constantinople.
Karagheusian, A. & M., Exporters, Astartjian Han, Stamboul . . . . .	Constantinople.
» » » Importers, 890, Broadway . . . . .	New York, N.Y., U.S.A.
Kazan & Co., A. E., Exporters, Keuprulu Han, Stamboul . . . . .	Constantinople.
Kevork Skender, K. & D., Exporters. . . . .	Baghdad.
Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Mazlumian Bros., Exporters, Eski Régie Han, Stamboul . . . . .	Constantinople.
Messayeh, Joseph J., Exporter. . . . .	Baghdad.
» R. D., Exporter . . . . .	Baghdad.
Messulam, A., Exporter, Saidié Han, Stamboul . . . . .	Constantinople.
Oriental Carpet Manufacturers Ltd., Exporters . . . . .	Smyrna.
» » » » . . . . .	Constantinople.
Pappadopoulo, M. N., Exporter, . . . . .	Constantinople.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul. . . . .	Constantinople.
Rostomian, R., Keuprulu Han, Stamboul. . . . .	Constantinople.
Saba, A., Exporter . . . . .	Aleppo.
Sadullah & R. Levy, Exporters, Stamboul. . . . .	Constantinople.
Souhami, R., Exporter, Ihsan Bey Han, Stamboul . . . . .	Constantinople.
Telfeyan & Co., S., Exporters, Dilsiz Zadé Han, Stamboul. . . . .	Constantinople.
Timourian, S., Exporter, Rue Tarakdjilar, 27, Stamboul . . . . .	Constantinople.
Vayanos Frères., Exporters . . . . .	Sillé, Konia.

**Carriages (Vehicles, etc.)**

Birch, James H., Exporter . . . . . Burlington, N.J., U.S.A.  
 Montgomery Ward & Co., Exporters . . . . . Chicago, Ill., U.S.A.  
 Studebaker Corporation, The., Exporters . . . . . South Bend, Ind., U.S.A.

**Casings (Sausage) — See Cuts.**

**Cigarettes.**

The African Cigarette Co., Ltd., Manufacturers and Exporters Athens, Greece.  
 The Surbrug Co., Manufacturers . . . . . New York, N.Y., U.S.A.  
 The Surbrug Co., Manufacturers. . . . . Richmond, Va., U.S.A.

**Clocks and Watches.**

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

**Clothing (Ready Made.)**

Schoucair & Kassis, Importers, . . . . . Beirut.

**Coal.**

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

**Concrete and Cement.**

Cabbabéh Frères, Importers, . . . . . Aleppo.  
 Goldenberg & Fils, David. . . . . Braila, Roumania.  
 Ojalvo, Vital, Importer . . . . . Salonica.  
 Vafiades, V., Importer . . . . . Trebizond.

**Constructors & Contractors.**

Afimus & Hacho . . . . . Beirut.

**Copper.**

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

**Cotton.**

Artus, Henri, Exporter, . . . . . Mersine.  
 Brazzofoli, Max, Exporter, . . . . . Mersine.  
 Coulevas, M. & A., Importers. . . . . Piraeus, Greece  
 Debbas, Jean, Exporter, . . . . . Tarsus.

Lykiardopoulos Fils, A., Exporter, . . . . .	Mersine.
Simeonoglou, Aristides, Exporter, . . . . .	Adana.
Warde, Naasan & Co., Exporters . . . . .	Beirut.

### Cotton Goods.

Abdeni & Co., G.G. Importers, . . . . .	Aleppo.
Altitzoglou Fils, J., Importers, . . . . .	Mersine.
Arabian, Gaizak, Importer, . . . . .	Trebizond.
Audi & Co., B., Importers . . . . .	Beirut.
Baltazzi, Theo. S., Importer, . . . . .	Smyrna.
Bear Mill Mfg. Co., 120 Franklin St., . . . . .	New York, N.Y., U.S.A.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, . . . . .	Constantinople.
Berk, Puttnam & Co., Importers, . . . . .	Baghdad.
Blockey, Cree & Co, » . . . . .	Baghdad.
Cabbabeh Frères, Importers, . . . . .	Aleppo.
Candili, C. Importer. . . . .	Trebizond.
Cohen Mordoh & Co, Importers . . . . .	Salonica.
Chrissafides & Georgiades, Importers, Galata, . . . . .	Constantinople
Coufopoulos, D. G., 25 Buyuk Millet Han, Galata, . . . . .	Constantinople.
Coussa, Armand, Importer . . . . .	Aleppo
Dasho, Yakoub, Importer, . . . . .	Aleppo.
Demirdjian, Moses, N., Importer, . . . . .	Aintab.
Edwards & Sons, Importers, Ditziz Zadé Han, Stamboul, . . . . .	Constantinople.
Elishaa, Nessim, Importer, . . . . .	Baghdad.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Elowe, Raphael, » . . . . .	Baghdad.
Enriquez, Clemente, » . . . . .	Baghdad.
Eustathopoulo, Nap., Importer, Arnopoulo Han, Stamboul . . . . .	Constantinople.
Fils de G. Eriara & Co., Importers, . . . . .	Salonica.
Flechsigg, Oscar, Importer, . . . . .	Aleppo.
Gelat, Elias Thomas, Importer . . . . .	Jerusalem.
Giraud, O, Importer, Hagopian Han, Galata, . . . . .	Constantinople.
Haddad, Elias And., Importer. . . . .	Beirut.
Haldopoulo, N. P., Importer, . . . . .	Trebizond.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul, . . . . .	Constantinople.
Hindié, Elias, Importer . . . . .	Aleppo.
Jeboury, Beythoum, Importer. . . . .	Baghdad.
Juda & Salmona, Importers. . . . .	Salonica.
Kabbaz & Co., P. A., Importers. . . . .	Aleppo.
Karamanoukian & Fils, Garouge, Importers. . . . .	Aintab.
Kirchner & Co., Importers, . . . . .	Aleppo.
Klonski, A. H., Importer. . . . .	Hebron.
Langridge, F. F., Importer. . . . .	Baghdad.
Louisides & Co., P. J., Importers . . . . .	Larnaca, Cyprus.
Lynch & Co., Stephen, Importers . . . . .	Baghdad.
Manachy, Lorenzo Y., Importer . . . . .	Aleppo.
Marcantonakis & Manoussakis . . . . .	Candia, Crete.
H. Manuelian & Co, Importers . . . . .	Mersine.
Matteossian, Leon, Importer, Tevekel Han, Galata, . . . . .	Constantinople.
Messayeh, Joseph J., Importer. . . . .	Baghdad
Minot, Hooper & Co, Exporters . . . . .	New York, N.Y., U.S.A.
Mitrani, Joseph, Importer. . . . .	Adrianople.
Modiano, Joseph Is., Importer. . . . .	Salonica.
Modiano, Saül Is., Importer. . . . .	Salonica
Modiano, Ugo R., Importer, . . . . .	Salonica.
Morpurgo, Moise. Importer . . . . .	Salonica.
Mouradian, Kevork, Importer, Stamboul, . . . . .	Constantinople.



Obegi & Fils., N., Importers. . . . .	Aleppo.
Pappadimitriou Bros. & Co., Importers. . . . .	Smyrna.
Peristiany & Frères, J. Th., Importers . . . . .	Aleppo.
Philippou, A., Importer . . . . .	Janina, Albania.
Putnam-Hooker Co., The, Exporters, 56 Worth St. . . . .	New York, N. Y., U. S. A.
Salloum, Helou & Co., Importers . . . . .	Beirut.
Sayegh, Joseph, Importers . . . . .	Aleppo.
Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . . . .	Constantinople.
Schuep & Co., Importers . . . . .	Aleppo.
Stevens & Co., J. P., 23 & 25 Thomas St., . . . . .	New York, N. Y., U. S. A.
Strong & Trowbridge Co., Exporters, 11, Battery Place, . . . . .	New York, N. Y., U. S. A.
Suffern & Co., Exporters, 90-96, Wall Street . . . . .	New York, N. Y., U. S. A.
Tiano, Henri, Importer. . . . .	Salonica.
Vafiadachi, M. & A., Importers. . . . .	Smyrna.
Varbetian, L. & L., Importers . . . . .	Smyrna.
Wellington, Sears & Co., 93 Franklin St. . . . .	Boston, Mass., U. S. A.
Zarifi, L., Importer, Hagopian Han, Galata . . . . .	Constantinople.
Zelveian, M. & K. S., Importers . . . . .	Mersine.
Zollinger & Co., Importers . . . . .	Aleppo.

### Cotton Seed Oil.

Amar & Co., S., Importers, Validé Sultan Han, Stamboul. . . . .	Constantinople.
American Cotton Oil Co., Exporters, 27, Beaver Street . . . . .	New York, N. Y., U. S. A.
Aspegren & Co., Exporters, Produce Exchange . . . . .	New York, N. Y., U. S. A.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul. . . . .	Constantinople.
Cariciopoulo, Marc N., Importer, 12 Ibrahim Rifaat Han, Gal. . . . .	Constantinople.
Chasseaud & Co., F. W., Importers, Kossova Han, Sirkedji . . . . .	Constantinople.
Christofa, Apostole P. H., Importer . . . . .	Mitylene, Turkey.
Cohen Mordoh & Co., Importers. . . . .	Salonica.
Coufopoulos, D. C., 25 Buyuk Mil et Han, Galata, . . . . .	Constantinople.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Eustathopoulos, Nap., Importer, Arnopoulo Han, Stamb. . . . .	Constantinople.
Flehsig, Oscar, Importer . . . . .	Aleppo.
Fulias & Co., Importers, Abid Han, Galata. . . . .	Constantinople.
Giraud, O., Importer, Hagopian Han, Galata . . . . .	Constantinople.
Goldenberg & Fils, David. . . . .	Braila, Roumania.
Hammer & Hirzel, Importers, Bouyouk Yeni Han, Stamboul . . . . .	Constantinople.
Hug & Co., J., Importers. . . . .	Cairo, Egypt.
Juda & Salmona, Importers. . . . .	Salonica.
Kirchner & Co., Importers . . . . .	Aleppo.
Louisides, P. J., Importers . . . . .	Larnaca, Cyprus.
Manachy & Fils, Yanni, Importers. . . . .	Aleppo.
Marcopoli & Co., V., Importers . . . . .	Aleppo.
Mill, E. H., Mgr. Strong & Trowbridge Co., Importers, Galata . . . . .	Constantinople.
Mitrani, Joseph, Importer. . . . .	Adrianople.
Modiano & Co., Levy V., Importers . . . . .	Salonica.
Molho, Isaac, Importer, . . . . .	Salonica.
Navarro, Em. Is., Importer. . . . .	Salonica.
Pharaon, Issa, Schoucair & Co., Importers . . . . .	Beirut.
Procter & Gamble Co., Exporters, . . . . .	Cincinnati, Ohio, U. S. A.
Saporta & Baraha, Importers. . . . .	Salonica.
Sarantis Frères, Importers, 19, 20, Omar Abid Han, Galata . . . . .	Constantinople.
Seefelder, Hans, Importer, . . . . .	Salonica.
Sourlangas Fils, E. N., Importer, Ghazi Asker Han, Stamboul, . . . . .	Constantinople.
Suffern & Co., Exporters, 90-96, Wall Street, . . . . .	New York, N. Y., U. S. A.
Tasartez & Barzilaï, Importers, Tohafdji Han, Stamboul . . . . .	Constantinople.
Tiano, Henri, Importer, . . . . .	Salonica.
Xanthos, C., Importer, . . . . .	Salonica.

**Cotton Yarn.**

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

**Currants.**

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

**Customs House Brokers.**

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

**Cutlery.**

Thomaston Knife Co., Exporters, . . . . .	Thomaston, Conn., U.S.A.
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**Dental Supplies**

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

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

**Directories.**

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

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

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

**Dry Goods.**

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

**Dyes**

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

**Electrical Supplies.**

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

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

Avery Co., Exporters . . . . . Peoria, Ill., U.S.A.  
 International Harvester Co., Ferdinandstr. 5, Hamburg, 1. Germany.  
 Walter A. Wood Mowing & Reaping Machine Co., Exporters, Hoosick Falls, N.Y., U.S.A.  
 Walter A. Wood Co., Ltd., 36 Worship St., . . . . . London, England.  
 Walter A. Wood Company, m. b. H., Elisabethufer 5/6. Berlin, Germany.  
 Waterloo Gasoline Engine Co., Exporters, . . . . . Waterloo, Iowa, U.S.A.  
 Wolverine Motor Works, Exporters . . . . . Bridgeport, Conn., U.S.A.

**Engineering.**

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

**Exporters (General).**

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

**Feed Stuffs.**

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

**Firearms and Ammunition.**

Baker, Geo. & A., Importers, 370 Grande Rue de Péra . . Constantinople.  
 Peters, Frederick. Exporter, Pickhuben, 4, Freihafen. . . Hamburg, Germany.

**Fish (Dried, Salt.)**

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

**Flour.**

Anastassiades, D.D., Importer . . . . .	Cairo, Egypt
Capayannidès, G., Importer . . . . .	Trebizond.
Cariciopoulo, Marc N., Importer, 12, Ibrahim Rifaat Han.	Galata, Constantinople
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul	Constantinople.
Stock & Mountain, Importers, Khorassandji Han, Stamboul	Constantinople.
Theodoridi & Politis, Importers, Haviar Han, Galata, . .	Constantinople.

**Fountain Pens.**

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

Asfar & Co., Date Packers . . . . .	Baghdad.
Austro-Oriental Trading Co Ltd., Exporters . . . . .	Baghdad.
Barff & Co. Ltd., P. G., Exporters. . . . .	Smyrna.
Chasseaud & Co., F.W., Exporters, Kossova Han, Sirkedji	Constantinople.
Elowe, Raphael J., Exporter . . . . .	Baghdad.
Georgiadès & Co., Exporters . . . . .	Smyrna.
Habicht, Braun & Co., Importers, Hudson & Laight Sts .	New York, N.Y., U.S.A.
Hadjantony, Ant. B., Exporter . . . . .	Smyrna.
The Hills Bros. Co, Exporters . . . . .	Bassorah.
Wm. Hills Jr. & Co., Exporters. . . . .	Bassorah.
Klonski, A. H., Exporter . . . . .	Hebron.
Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Manola, John, Exporter . . . . .	Smyrna.
Marcantonakis & Manoussakis, Exporters . . . . .	Candia, Crete.
Mégarbané & Fils, Habib, Exporters . . . . .	Aleppo.
Messayeh, Joseph J., Exporter. . . . .	Baghdad.
Missir & Co., Exporters . . . . .	Smyrna.
Missir & Co., Nicholas J., Exporters . . . . .	Smyrna.
Mumdjian Bros., Exporters . . . . .	Trebizond.
Protopazzi Bros, 31 Fenchurch St., . . . . .	London.
Reggio & Co., Ant., Exporters . . . . .	Smyrna.
Sassine & Louvari Frères, Importers, P. O. B. N° 1 . . . .	Cairo, Egypt.
Schamasch, Gourgie & Cie, Exporters . . . . .	Baghdad.
Shabandar, Mahmoud, Exporter. . . . .	Baghdad.
Stassinopoulo, S. A., Exporter . . . . .	Smyrna.
Warde, Naasan & Co., Exporters . . . . .	Beirut.
Whittall & Co., C., Exporters. . . . .	Smyrna.
Wood & Selick, Importers, Dudson, Duane & Thomas Street	New York, N.Y., U.S.A.

**Furniture.**

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

**Galvanized Sheet Metals.**

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

**Glass.**

Navarro, Isaac J., Importer . . . . .	Salonica.
Sayeg Frères, Importers . . . . .	Beirut.
Valiades, V., Importer . . . . .	Trebizond.

**General Exporters and Importers.**

Abdeni & Co. . . . .	Aleppo.
Abramowitz, Leon P., 80 Calla Moslior . . . . .	Bucharest.
Asfar & Co. . . . .	Baghdad.
Audi & Co., B. . . . .	Beirut.
Austro-Oriental Trading Co. Ltd. . . . .	Baghdad.
Baldwin, Theo. A. . . . .	Brussa.
Banque Commerdale de Palestine. . . . .	Jerusalem.
Barsamian, Hagop. . . . .	Aleppo.
Benveniste, Haim & Albert. . . . .	Salonica.
Cabbabeh Frères . . . . .	Aleppo.
Chasseaud & Co., F. W., Kossova Han, Sirkedji, Stamboul, . . . . .	Constantinople.
Chipman Limited, 10 Bridge St., . . . . .	New York, N. Y., U.S.A.
Coben Mordoh & Cie. . . . .	Salonica.
Coufopoulos, D. G., Alyanak Han, Stamboul . . . . .	Constantinople.
Coussa, Armand. . . . .	Aleppo.
Damiani, Barnabé. . . . .	Jerusalem.
Dizengoff, M. . . . .	Jaffa.
Fils d'Abram Nahman. . . . .	Salonica.
Flechsigg Oscar . . . . .	Aleppo.
Gelat, Elias Th. . . . .	Jerusalem.
Hadjantony, Ant. B. . . . .	Smyrna.
Haim, D. . . . .	Jaffa.
Haldopoulo, N. P. . . . .	Trebizond.
Hancock & Wood . . . . .	Patras, Greece.
Hindié, Elias . . . . .	Aleppo.
Iahiel, Isaac I. . . . .	Salonica.
Kirchner & Co. . . . .	Aleppo.
Langridge, F. F. . . . .	Baghdad.
Laughton & Co., C. 42 Perchembé Bazar, Galata. . . . .	Constantinople.
Lemmi Frères, G. . . . .	Ordou.
Levin, Alter . . . . .	Jerusalem.
Louisides, P. J. . . . .	Larnaca, Cyprus.
Mahokian, A. . . . .	Trebizond.
Manachy, Lorenzo Y. . . . .	Aleppo.
Marcantonakis & Mannoussakis . . . . .	Candia, Crete.
Marcopoli & Co., V. . . . .	Aleppo.
Melissinos, Bernard . . . . .	Piraeus, Greece.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata. . . . .	Constantinople.
Mitrani, Joseph. . . . .	Adrianople.
Modiano, Ugo R., . . . . .	Constantinople.
Momdjian Bros . . . . .	Trebizond.
Nemli Zadé Frères, . . . . .	Trebizond.
Obegi & Fils, N., Exporters. . . . .	Aleppo.
Peristiany & Frères, J. Th., . . . . .	Alexandretta.
Petsaly, S., . . . . .	Alexandria, Cairo & Port Said, Egypt.
Phostiropoulo Frères, . . . . .	Trebizond.
Pisani Alex. C., . . . . .	Kerassund.
» George C., . . . . .	»
Reppen, Theo, Arabian Han, Galata, . . . . .	Constantinople.
Sayegh, Joseph, Exporter . . . . .	Aleppo.

Schapira, J. M., 10 Rue Colocotroni . . . . .	Athens, Greece.
Sciaky & Co., Victor, . . . . .	Salonica.
Scialom, Isaac Moise, . . . . .	Salonica.
Seefelder, Hans, . . . . .	Salonica.
Shabandar, Mahmoud, . . . . .	Baghdad.
Spathopoulo Frères, P., . . . . .	Kerassund.
Stassinopoulo, S. A., . . . . .	Smyrna.
Strick Scott & Co., Ltd . . . . .	Baghdad.
Suffern & Co., 90-96 Wall St., . . . . .	New York, N.Y., U.S.A.
Tiano, Henri, . . . . .	Salonica.
Turnbull, Jc. & Somerville . . . . .	Valetta, Malta.
Vassiliou, Pittacos, . . . . .	Mitylene.
Whittall & Co., J.W., Kenadjian Han, Stamboul . . . . .	Constantinople.
Zini, A. T., . . . . .	Patras, Greece.
Zollinger & Co., . . . . .	Aleppo.

### Glucose.

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

### Government Contractors.

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

### Grain & Cereals.

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

### Groceries.

Cacoulides, J. P. H., Exporter, . . . . .	Trebizond.
Capayannides, G., Importer, . . . . .	Trebizond.
Economic Co-operative Society, Ltd., Importers, . . . . .	Constantinople.
Errera, Isaac G., Importer, . . . . .	Salonica.
Eustathopoulo, Nap., Importer, Arnopoulo Han, Stamboul . . . . .	Constantinople.
Goldberg, Tewell, Importer, . . . . .	Jerusalem.
Habicht, Braun & Co., Hudson & Laight Sts., . . . . .	New York, N. Y.
Hannania, Joseph, Importer, . . . . .	Baghdad.
Hindié Frères, Importers, . . . . .	Aleppo.
Hochstrasser & Co., Exporter, . . . . .	Trebizond.
Koukaz & Zaloom, Exporters (Syrian Provisions) . . . . .	Beirut.

Leslie & Co., John H., Importers, 29, Lake St., . . . . .	Chicago, Ill., U. S. A.
Mahokian, A., Exporter, . . . . .	Trebizond.
Modiano & Co., Levy V., Exporters, . . . . .	Salonica.
Navarro, Emmanuel Is., Importer, . . . . .	Salonica.
Navarro M., Exporter, . . . . .	Salonica.
» & Mijan, Importers, . . . . .	Salonica.
Nemli Zadé Frères, Importers, . . . . .	Trebizond.
Seefelder, Hans, Importer . . . . .	Salonica.
Xanthos, C., Exporter . . . . .	Salonica.

**Gum Tragacanth.**

Abdul Kader El-Khadery, Exporter . . . . .	Baghdad.
Barsamian, Hagop, Exporter . . . . .	Aleppo.
Berk, Püttmann & Co., Exporters . . . . .	Baghdad.
Brazzofoli, Max, Exporter . . . . .	Mersine.
Chachaty Frères, Exporters . . . . .	Mersine.
Chasseaud & Co., F. W., Exporters, Kossova Han, Sirkedji,	Constantinople.
Parsegh G. Essefian, Exporter, 28 Khorassandji Han, Stamb.	Constantinople.
Elishaa, Nessim, Exporter . . . . .	Baghdad.
Gulbenkian Bros. & Co., Exporters, Gulbenkian Han, Stam.	Constantiople.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul .	Constantinople.
Jeboury, Beythoum, Exporter, . . . . .	Baghdad.
Kasbarian, N., Exporter, Buyuk Kiritli Pasha Han, Stamb.	Constantinople.
Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Manachy & Fils, Yanni, Exporters. . . . .	Aleppo.
Manuelian, H. & Co., Exporters. . . . .	Mersine.
Naccache & Fils, Ibr., Exporters . . . . .	Mersine.
Obegi & Fils, N., Exporters. . . . .	Aleppo.
Sayegh, Joseph, Exporter. . . . .	Aleppo.
Zelveian, M. & K.S., Exporters . . . . .	Mersine.

**Guts (Sausage Casings).**

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

**Hardware.**

Altitzoglou Fils, Importer . . . . .	Mersine.
Aperguis & Cie., N. A., Importers, 40, Rue de la Douane,	Galata, Constantinople
Artus, Henri, Importer . . . . .	Mersine.
Bedrossian, Aram N., Importer, Kutchuk Millet Han, Galata	Constantinople.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul . .	Constantinople.
Berk, Puttnam & Co., Importers, . . . . .	Baghdad.
Blum & Levy, Importers, . . . . .	Jerusalem.
Bonja & Co., A., Importers, . . . . .	Aleppo.
Cariciopoulo, Marc N., Importer, 12 Ibrahim Rifaat Han .	Galata, Constantinople
Chisnell & Sons Co., Ltd., George, Galata . . . . .	Constantinople.
Demirdjian, Moses N., Importer, . . . . .	Aintab.

Dizengoff, M., Importer, . . . . .	Jaffa.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul, . . . . .	Constantinople.
Enriquez, Clement, Importer, . . . . .	Baghdad.
Fils de G. Errara & Co., Importers, . . . . .	Salonica.
Franghakis & Sinnosoglou, Importers . . . . .	Adana.
Goldenberg & Fils, David, . . . . .	Braïla, Roumania.
Haim, D., Importer, . . . . .	Jaffa.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul, . . . . .	Constantinople.
Kirchner & Co., Importers . . . . .	Aleppo.
Kuster & Co., R. . . . .	Cairo, Egypt.
Lambichi, M. E., Importer, . . . . .	Smyrna.
Manachy Lorenzo Y., Importer . . . . .	Aleppo.
MacVittie, F. J., Importer, . . . . .	Smyrna.
Mill, E. H., Mgr. Strong & Trowbridge Co., Import., Galata . . . . .	Constantinople.
Modiano, J. Is., Importer, . . . . .	Salonica.
Montgomery Ward & Co., Exporters, . . . . .	Chicago, Ill., U.S.A.
Nowill & Co., Sidney, Importers, Kevork Bey Han, Galata . . . . .	Constantinople.
Peristiany & Frères, J. Th., Importers, . . . . .	Aleppo.
Roditi, A., Importer, Tarakdjilar, Ekbérié Han, Stamboul, . . . . .	Constantinople.
Sayegh Frères, Importers . . . . .	Beirut.
Schamasch, Gourgie & Co., Importers, . . . . .	Baghdad.
Schuep & Cie., Importers, . . . . .	Aleppo.
Société Commerciale du Levant, Importers . . . . .	Salonica.
Shabandar, Mahmoud, Importer, . . . . .	Baghdad
Tiano, Henri, Importer, . . . . .	Salonica.
Vafiades, V., Importer . . . . .	Trebizond.
Werner, Albert, Importer, Arabian Han, Galata . . . . .	Constantinople.
Zollinger & Co., Importers, . . . . .	Aleppo.

#### Harness and Leather Goods.

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

#### Hosiery.

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

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

#### Hydraulic Lime

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

Abramovitz, Leon P., 80 Calea Moslior . . . . .	Bucharest, Roumania.
Alisaffi, J., . . . . .	Samsoun.
Altendorff, Wright & Darr, Ralli Han, Stamboul, . . . . .	Constantinople.
Amar & Co., S., Validé Sultan Han, Stamboul. . . . .	Constantinople.
Anastassiades, D.D., . . . . .	Cairo, Egypt.
Angelopoulo, Geo. . . . .	Piræus, Greece.
Audi & Frères, S. . . . .	Beirut.
Austro-Oriental Trading Co. Ltd., . . . . .	Baghdad.
Baldwin, Theo. A. . . . .	Brussa.
Bensussan, Samuel I. . . . .	Salonica.



Berk, Pittman & Co., . . . . .	Baghdad.
Birch, James H., . . . . .	Burlington, N.J., U.S.A.
Capayannides, G., . . . . .	Trebizond.
Cariciopoulo, Marc N., 12 Ibrahim Rifaat Han, Galata . . . . .	Constantinople.
Chisnell & Sons Co., Ltd., George, Galata . . . . .	Constantinople.
Coufopoulos, D. G., Buyuk Millet Han, Galata. . . . .	Constantinople.
Dobrowolski Ambonetti & Co., . . . . .	Salonica.
Farwagi, E., & Fils . . . . .	Jaffa.
Habicht, Braun & Co., Hudson & Laight Strs., . . . . .	New York, N.Y., U.S.A.
Haddad, Elias And. . . . .	Beirut.
Haldopoulo, N.P., . . . . .	Trebizond.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, 8 Strada Lipsani, . . . . .	Bucharest, Roumania.
The Hills Bros. Co., Beach & Washington Strs. . . . .	New York, N.Y., U.S.A.
Hindie Frères, . . . . .	Aleppo.
Hochstrasser, & Co., . . . . .	Trebizond.
Jaburg Bros., 1 & 3 North Str., . . . . .	New York, N.Y., U.S.A.
Khouri, G. & A., Farra . . . . .	Beirut.
Kouroubalekian, Khosrof, Tchetcheyan Han, Galata, . . . . .	Constantinople.
Koukaz & Zaloom . . . . .	Beirut.
Kuebler, Jona. . . . .	Jaffa.
Lassus, P. . . . .	Cairo, Egypt.
Leslie & Co., John H., 29, Lake St., Cor. Wabash Ave, . . . . .	Chicago, Ill., U.S.A.
Lévy, Juda Gabriel . . . . .	Janina, Albania.
Lobel, Père et Fils . . . . .	Salonica.
Loir, Edouard, . . . . .	Beirut.
Misrachi, Edouard . . . . .	Salonica.
Mitrani, Joseph, Importer . . . . .	Adrianople.
Modiano, Fils de S. D. . . . .	Salonica.
Mossery, Albert. . . . .	»
Mouradian, Kevork, Demir Kapou Djadessi, 2, Stamboul, . . . . .	Constantinople.
Nowill & Co., Sidney, Kevork Bey Han, Galata, . . . . .	Constantinople.
Petsaly, S. . . . . Alexandria, Cairo & Port-Said,	Egypt.
Sayegh Frères. . . . .	Beirut.
Schragger & Nelle, Setian Han, 30, Stamboul . . . . .	Constantinople.
Schuep & Co., . . . . .	Aleppo.
Seager & Co., Walter, Tchিনি Rictim Han, Galata . . . . .	Constantinople.
Shabandar, Mahmoud . . . . .	Baghdad.
Sirgi & Co., M. . . . .	Beirut.
Stross Bros., . . . . .	Cairo, Egypt.
Tennant Sons & Co., C., 76, William Street . . . . .	New York, N.Y., U.S.A.
Trad, P. & M. . . . .	Beirut.
Walker & Meimarachi, . . . . .	Alexandria, & Cairo, Egypt.

#### Information Bureaus.

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

Algranti, Victor, Yeni Han, Sirkedji, Stamboul . . . . .	Constantinople.
Curmusi, Theo. N., Tchিনি Rictim Han, Galata . . . . .	Constantinople.
Farwagi, E., & Fils . . . . .	Jaffa.
Gelat, Elias Thomas, Fire, Life & Accident . . . . .	Jerusalem.
Grech, Alfred . . . . .	Dardanelles.
Hancock & Wood . . . . .	Patras, Greece.
Kuebler, Jona . . . . .	Jaffa.
Levin, Alter . . . . .	Jerusalem.

Liverpool & London & Globe Insurance Co., Galata, . . . . .	Constantinople.
Loir, Edouard . . . . .	Beirut.
Molho, Isaac . . . . .	Salonica.
Nahama & Cie., J. . . . .	Salonica.
Philippou, A., . . . . .	Janina, Albania.
Romeo, Francis L., . . . . .	Alexandria, Egypt.
Sciaky & Co., Victor. . . . .	Salonica.
Seager & Co., Walter, Tchিনি Richtim Han, Galata . . . . .	Constantinople.
Sellar, A. W., & Co., Altiparmak Han, Stamboul . . . . .	Constantinople.
Strick, Scott & Co., Ltd., . . . . .	Baghdad.
Trochanis A. N. . . . .	Cairo, Egypt.
Vandegrift & Co., F. B., 12-25, Whitehall Street . . . . .	New York, N. Y., U.S.A.
Varbetian, L. & L. . . . .	Smyrna.
Whittall, Saltiel Co. Ltd. . . . .	Salonica.
Whittall & Co., J. W., Kenadjian Han, Stamboul . . . . .	Constantinople.
Yannoulato, Ant. G., Abid Han, Galata . . . . .	Constantinople.

### Iron & Steel.

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

### Jewelry.

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

### Laces and Embroideries.

Abdo Bros., George, Exporters. . . . .	Beirut.
Audi & Frères, S., Manufacturers & Exporters . . . . .	Beirut.
Demirdjian, Moses N., Exporter, . . . . .	Aintab.
Elias Abu Samra & Fils, Exporters . . . . .	Beirut.
Fares and Geo. Farah., Exporters . . . . .	Beirut.
Gelat, Elias Thomas, Exporter . . . . .	Jerusalem.
Kabbaz & Co., P. A., Exporters, . . . . .	Aleppo.
Karamanoukian & Fils, Garouge, Exporters, . . . . .	Aintab.
Koukaz & Zaloom, Exporters . . . . .	Beirut.
Roditi, A., Exporter, Tarakdjilar, Ekbérié Han, Stamboul, . . . . .	Constantinople.
Saba, Alexander, Exporter, . . . . .	Aleppo.
Sadullah & R. Levy, Exp., Rue Mahmoud Pasha, 232, Stamb, . . . . .	Constantinople.
Sayegh, Joseph, Mfr & Exporter. . . . .	Aleppo.

### Leather.

Abdeni & Co., G.G., Importers, . . . . .	Aleppo.
Anastassiades, D.D., Importer. . . . .	Cairo, Egypt.
Berghaus, Walter, Importer, Ihsan Bey Han, Stamboul, . . . . .	Constantinople.
Berk, Püttmann & Co., Importers. . . . .	Baghdad.

Blattner, Andrew, Manufacturer, Yedi Koulé . . . . .	Constantinople.
Bonja & Co., A., Importers, . . . . .	Aleppo.
Coussa, Armand, Importer . . . . .	Aleppo.
Elkiatib, Salim, Importer, Elkiatib Han, . . . . .	Constantinople.
Enriquez, Clemente, Importer, . . . . .	Baghdad.
Eustathopoulo, Nap., Importer, Arnopoulo Han, Stamboul	Constantinople.
Fulias & Co., Importers, Abid Han, Galata, . . . . .	Constantinople.
Haddad, Elias And., Importer. . . . .	Beirut.
Hananel, N.B., Imp., Meydandjik, Xanthopoulo Han, Stamb.	Constantinople.
Jean Hauser, Mgr Société Anonyme, pour l'Exportation et l'Importation, Importer, 8 Strada Lips cani . . . . .	Bucharest, Roumania.
Jaboury, Beythoum, Importer, . . . . .	Baghdad.
Kabbaz & Co., P.A., Importers, . . . . .	Aleppo.
Lebet Frères & Co., Importers, Mahmoudié Han, Stamboul.	Constantinople.
Lynch & Co., Stephen, Importers, . . . . .	Baghdad.
Maulwurf, Ed., Importer & Exporter, . . . . .	Salonica.
Messayeh, R.D., Importer, . . . . .	Baghdad.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata, . . .	Constantinople.
Modiano, Saül Is., Importer & Exporter, . . . . .	Salonica
Obegi & Fils, N., Importer . . . . .	Aleppo.
Peristiany & Frères, J. Th., Importers, . . . . .	Alexandretta.
Sayegh, Joseph, Importer . . . . .	Aleppo.
Sarantis Frères, 19, 20 Omar Abid Han, Galata. . . . .	Constantinople.
Sassini & Louvari Frères, Importers . . . . .	Cairo, Egypt.
Serefas, D., Importer & Exporter, . . . . .	Salonica.
Sourlangas Fils, E.N., Importers, Ghazi Asker Han, Stamb.	Constantinople.
Sourlangas, Stylianos E., Mfr . . . . .	Mitylene.
Stone, Timlow & Co., Manufacturers . . . . .	Boston, Mass., U.S.A.
Stratoulis & Tsampiras, Importers . . . . .	Athens, Greece.
Wolfner, Joseph, Exporter . . . . .	Belgrade, Servia.
Xanthos, C., Importer & Exporter, . . . . .	Salonica.

#### Licorice Root.

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

#### Lighting Devices.

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

#### Linoleum & Oil Cloth.

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

#### Lumber.

Cabbabeh Frères, Importers. . . . .	Aleppo.
Eugenides, Lazaridis & Co., Arabian Han, Galata . . . .	Constantinople.
Khouri Farrab, K. & B., Importers . . . . .	Beirut.
Serefas, D., Importer . . . . .	Salonica.

#### Machinery.

Aperguis & Cie., N. A., Importers, 40, rue de la Douane .	Galata, Constantinople.
Balladur, Chas. P., Importer . . . . .	Smyrna.
Berk, Pütmann & Co., Importers . . . . .	Baghdad.

Blockey, Cree & Co., Importers . . . . .	Baghdad.
Cardwell Machine Co., Exporters . . . . .	Richmond, Va., U.S.A.
Chipman Limited, 10 Bridge St., . . . . .	New York, N.Y., U.S.A.
Chirin, Leon, M. E., Importer, Kenadjian Han, Stamboul.	Constantinople.
Chisnell & Sons Co., Ltd., George, Importers . . . . .	Constantinople.
Dizengoff, M., Importer . . . . .	Jaffa.
Fairbank Co., The N. K., Exporters, 7 Dearborn St., . . . .	Chicago, Ill., U.S.A.
Farquhar, A. B., & Co., Exporters, Cotton Exchange Bldg.,	New York, N.Y., U.S.A.
Frangakis, Ant. Ch., Importer . . . . .	Aleppo.
Fairbanks Co., Exporters . . . . .	New York, N.Y., U.S.A.
Goldenberg & Fils, David, . . . . .	Braïla, Roumania.
Hauser, Jean, Mgr. Société Anonyme pour l'Exportation et l'Importation, Importers, 8 Strada Lipsani . . . . .	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamboul	Constantinople.
Loutfalla, Georges, Importer . . . . .	Adana.
Lykiardopoulos Fils, A., Importer . . . . .	Mersine.
Lynch & Co., Stephen, Importers . . . . .	Baghdad.
Messayeh, Joseph J., Importer . . . . .	Baghdad.
Messayeh, R. D., Importer . . . . .	Baghdad.
Zarifi, L., Importer, Hagopian Han, Galata . . . . .	Constantinople.

#### Machine Tools.

Fairbanks Co., Exporters. . . . .	New York, N.Y., U.S.A.
Niles-Bement-Pond Co., Exporters, 111, Broadway. . . . .	New York, N.Y., U.S.A.
Pratt & Whitney Co., 111, Broadway, Exporters. . . . .	New York, N.Y., U.S.A.
Werner, Albert, Importer, Arabian Han, Galata . . . . .	Constantinople.

#### Maize Oil.

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

#### Manufactures.

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

#### Marbles.

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

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

Mouzas, Basil A. . . . .	Mitylene.
Sourlangas, Stylianos E. . . . .	Mitylene.
Vassiliou, Pittacos A. . . . .	Mitylene.
Whittall & Co., J. W., Kenadjian Han, Stamboul . . . . .	Constantinople.

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

Bedrossian, Aram, N. Importer, Kutchuk Millet Han, Galata.	Constantinople.
Capayannidès, G., Importer, . . . . .	Trebizond.
Juda & Salmona, Importers. . . . .	Salonica.
Haldéopoulo, N. P., Importer . . . . .	Trebizond.

Hannania & Son Showa, Joseph, Importers . . . . .	Baghdad.
Modiano, Joseph Is., Importer . . . . .	Salonica.
Navarro, Is. J., Importer. . . . .	Salonica.

#### Minerals.

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

#### Mother of Pearl.

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

#### Motor Boats and Motors.

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

#### Musical Instruments.

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

#### Nails (Wire).

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

#### Nuts and Seeds.

Alexandrides, P. & N., Exporters, . . . . .	Kerassund.
Barff & Co. Ltd., P.G., Exporters . . . . .	Smyrna.
Bonja & Co., A., Exporters, . . . . .	Aleppo.
Cacoulides, G.N., Exporter, . . . . .	Trebizond.
Cacoulides, J.P.H., Exporter . . . . .	Trebizond.
Elishaa, Nessim, Exporter, . . . . .	Baghdad.
Fidao & Co., F., Exporters, . . . . .	Smyrna.
Fils de Jacob Scialom, Exporters, . . . . .	Salonica.
Guevchenian, H., Exporter, . . . . .	Samsoun.
Habicht, Braun & Co., Hudson & Laight Sts., . . . . .	New York.
Hadjantony, Ant. B., Exporter . . . . .	Smyrna.
Haldopoulo, N.P., Exporter, . . . . .	Trebizond.
The Hills Bros. Co., Importers, Beach & Washington Sts.,	New York, N.Y., U.S.A.
Hochstrasser & Co., Exporters, . . . . .	Trebizond.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul,	Constantinople.
Jaburg Bros., 1 & 3 North Street, Importers . . . . .	New York, N.Y., U.S.A.
Kabbaz & Co., P.A., Exporters, . . . . .	Aleppo.
Karamanoukian & Fils, Garouge, Exporters, . . . . .	Aintab.
Keun, Lavino & Co., Exporters, . . . . .	Smyrna.
Lemmi Frères, G., Exporters . . . . .	Ordou.
Maghak, Fathalla D., Exporter . . . . .	Baghdad.
Mahokian, A., Exporter . . . . .	Trebizond.
Manachy, Lorenzo Y., Exporter . . . . .	Aleppo.

Mitrani, Joseph, Exporter, . . . . .	Adrianople.
Mumdjian Bros., Exporters . . . . .	Trebizond.
Pisani, Alex. C., Exporter . . . . .	Kerassund.
Pisani, Geo. C., Exporter, . . . . .	Kerassund.
Reggio, Abel, Importer, 105, Hudson Street . . . . .	New York, N. Y., U.S.A.
Reggio & Co., Ant., Exporters, . . . . .	Smyrna.
Scialom & Co., Albert, Exporters, . . . . .	Salonica.
Spathopoulo Frères, P., Exporters, . . . . .	Kerassund.
Spencer Importing and Trading Co., 163 Greenwich St., . . . . .	New York, N. Y., U.S.A.
Stock & Mountain, Exporters, Korassandji Han, Stamboul.	Constantinople.
United Confectioners Supply Co., Importers, Greenwich Str,	New York, N. Y., U.S.A.
Warde, Naasan & Co., Exporters, (Apricot Stones) . . . . .	Beirut.
Whittall, Saltiel Co., Exporters . . . . .	Salonica.
Whittall & Co., C., Exporters . . . . .	Smyrna.
Whittall & Co., J. W., Exporters, Kenadjian Han, Stamb.	Constantinople.
Wood & Selick, Importers, Dudson Duane & Thomas Streets	New York, N. Y., U.S.A.

### Oils (Lubricating, etc.).

Audi & Frères, S., Importers . . . . .	Beirut.
Baldwin, Theo. A., . . . . .	Brussa.
Blokey, Cree & Co., Importers . . . . .	Baghdad.
Bonja & Co., A., Importers . . . . .	Aleppo.
Brazzafolli, Max, Importer . . . . .	Mersine.
Chasseaud & Co., F.W., Importers, Kossova Han, Sirkedji,	Constantinople.
Chrissafidès & Georgiadès, Importers, Galata . . . . .	Constantinople.
Cohen Mordoh & Cie., Importers . . . . .	Salonica.
Frangakis, Ant. Ch., Importer . . . . .	Aleppo.
Franghakis & Sinnossoglou, Importers . . . . .	Adana.
Giraud, O., Importer, Agopian Han, Galata . . . . .	Constantinople.
Hauser, Jean, Mgr. Société Anonyme pour l'Importation et l'Exportation, Importers, 8 Strada Lipsani . . . . .	Bucharest, Roumania.
Lebet Frères & Cie., Importers, Mahmoudié Han, Stamb.	Constantinople.
Loutfalla, Georges, Importer . . . . .	Adana
Matteossian, Leon, Importer, Tevekel Han, Galata, . . . . .	Constantinople.
Milischitsch, Ilija Importers . . . . .	Belgrade, Servia.
Modiano, Joseph Is., Importer . . . . .	Salonica.
Modiano & Cie., Levy V., Importers . . . . .	Salonica.
Pharaon, Issa, Schoucair & Co., Importers Mineral Oils . . . . .	Beirut.
Strick, Scott & Co., Importers . . . . .	Baghdad.
Tasartes & Barzilai, Importers, Tohafdjji Han, Stamboul . . . . .	Constantinople.
Vacuum Oil Co., Exporters . . . . .	Rochester, N. Y., U.S.A.
» » » . . . . .	Cairo, Egypt.
» » » . . . . .	Jaffa, Palestine.
» » » . . . . .	Beirut, Syria.
Standard Oil Co., Exporters . . . . .	New York, N. Y., U.S.A.
Vafiades, V., Importer. . . . .	Trebizond.
Werner, Albert, Importer, Arabian Han, Galata. . . . .	Constantinople.
Zarifi, L., Importer, Agopian Han, Galata. . . . .	Constantinople.

### Oleo Oil.

Amar & Cie., S., Importers, Validè Sultan Han, Stamboul	Constantinople.
Artus, Henri, Importer . . . . .	Mersine.
Brazzafolli, Max, Importer . . . . .	Mersine.
Cariciopoulo, Marc C., Importer, 12 Ibrahim Rifrat Han, Gal.	Constantinople.
Chachaty Bros., Importers . . . . .	Mersine.
Chrissafidès & Georgiadès, Importers, Galata . . . . .	Constantinople.
Cohen Mordoh & Cie., Importers . . . . .	Salonica.

Coufopoulos, D. G., 25 Buyuk Millet Han, Galata, . . . . .	Constantinople.
Eustathopoulos, Nap., Importer, Arnopoulo Han, 3,4, Stamb.	Constantinople.
Frankfort, M., 200, Produce Exchange, . . . . .	New York, N. Y., U.S.A.
Fulias & Cie., Importers, Abid Han, Galata. . . . .	Constantinople.
Hammer & Hirzel, Importers, Buyuk Yeni Han, Stamboul.	Constantinople.
Hug & Co., J., Importer . . . . .	Cairo, Egypt.
Juda & Salmona, Importers. . . . .	Salonica.
Klonski, A. H., Importer. . . . .	Hebron.
Matteossian, Leon, Importer, Tevekel Han, Galata, . . . .	Constantinople.
Milischitsch, Ilija, Importer . . . . .	Belgrade, Servia.
Mill, E. H., Mgr. Strong & Trowbridge Co., Galata, . . . .	Constantinople.
Mitrani, J., . . . . .	Adrianople.
Modiano & Cie., Levi V., Importers . . . . .	Salonica.
Molbo, Isaac, Importer. . . . .	Salonica.
Mumdjian Bros, Importers . . . . .	Trebizond.
Navarro, Em. Is., Importers . . . . .	Salonica.
Pharaon, Issa, Schoucair & Co., Importers . . . . .	Beirut.
Sarantis Frères, Importers, 19, 20 Omar Abid Han, Galata,	Constantinople.
Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . . .	Constantinople.
Seefekler, Hans, Importer . . . . .	Salonica.
Sourlangas Fils, E. N., Importers, Stamboul . . . . .	Constantinople.
Sufern & Co., Exporters, 90-96 Wall St. . . . .	New York, N. Y., U.S.A.
Tasartez & Barzilai, Importers, Tohafdji Han, Stamboul. .	Constantinople.
Tiano, Henri, Importer . . . . .	Salonica.
Xanthos, C., Importer, . . . . .	Salonica.
Zelveian, M. & K. S., Importers . . . . .	Mersine.
Zarifi, L., Importer, Agopian Han, Galata, . . . . .	Constantinople.

### Olives and Olive Oil.

Alazza, Dem. H., Exporter . . . . .	Mitylene.
Barff & Co., Ltd., P.G., Exporters, . . . . .	Smyrna.
Coulevas, M. & A., Exporters . . . . .	Piræus, Greece.
Fidao & Co., F., Exporters. . . . .	Smyrna.
Keun, Lavino & Co., Exporters, . . . . .	Smyrna.
Reggio & Co., Ant., Exporters, . . . . .	Smyrna.
Whittall & Co., C., Exporters, . . . . .	Smyrna.

### Opium.

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

### Optical Goods.

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

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

**Paper.**

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

Blum & Levy, Importers, . . . . .	Jerusalem.
Chrissafidès & Georgiadès Importers, Galata, . . . . .	Constantinople.
Franghakis & Sinnossoglou, Importers . . . . .	Adana.
Khabbaz & Co., Importers, . . . . .	Aleppo.

**Perfumery.**

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

**Petroleum.**

Angelopoulo, George. . . . .	Pireus, Greece.
Florian, R., Str. Stavropoulos 6, . . . . .	Bucharest, Romania.
Lykiardopoulos Fils, A., Importers. . . . .	Mersine.
Philippou, A., Importer . . . . .	Janina, Albania.
Vacuum Oil Co., Exporters, . . . . .	Rochester, N.Y., U.S.A.
» » » Importers, . . . . .	Jaffa.
» » » » . . . . .	Beirut.
» » » » . . . . .	Cairo, Egypt.
Standard Oil Co., Exporters, . . . . .	New York, N.Y., U.S.A.

**Physicians and Dentists.**

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

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

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

**Pistachio Nuts.**

Barsamian, Hagop, Exporter . . . . .	Aleppo.
Mégarbané & Fils, Habib, Exporters . . . . .	»

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

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

**Pipe Tools.**

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

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

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

**Printing & Printers' Requisites.**

American Press . . . . . Beirut.  
The Levant Herald . . . . . Constantinople.

**Printing Paper.**

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

**Pumps.**

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

**Railway Material**

Werner, Albert, Importer, Arabian Han, Galata . . . . . Constantinople.

**Razors & Blades.**

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

**Road Making Machinery.**

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

**Rubber Goods.**

Varbetian, L. & L., Importers. . . . . Smyrna.  
Damiani, Barnabé, Importer . . . . . Jerusalem.  
Hananel, N. B., Importer, Xanthopoulo Han, Stamboul. . Constantinople.  
Hindié Frères, Importers. . . . . Aleppo.  
La Fontaine Bros., Ltd., Importers, Gulbenkian Han, Stam. Constantinople.  
Mertzanoff-Altiparmak, C. S., Importer, Taxim, Pera . . Constantinople.  
Scheffels, Otto, Importer, Elkiatib Han, Stamboul . . . Constantinople.

**Safes.**

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

**Saw Mill Machinery.**

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

**Sesame Seed.**

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

**Sesame Seed Oil.**

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

**Sewing Machines.**

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

**Shipping & Shipping Agents.**

Achaia S.S. Co., Ltd., . . . . .	Patras, Greece.
Alevra, D. G. . . . .	Smyrna.
Algranti, Victor, Yeni Han, Sirkedji, Stamboul . . . . .	Constantinople.
Angelopoulos, George. . . . .	Piræus, Greece.
Anglo-American Nile Navigation Co., . . . . .	Cairo, Egypt.
Archipelago American Steamship Co. . . . .	Beirut.
»           »           »           » . . . . .	Constantinople.
»           »           »           » . . . . .	Smyrna.
Artus, Jean . . . . .	Mersine.
Barff & Co., Ltd., P. G. . . . .	Smyrna.
Cunard Steamship Co., Tchynili Rihtim Han, Galata, . . . . .	Constantinople.
Curmusi, Theo. N., Tchynili Rihtim Han, Galata, Agent for Austro-American S.S. Line & Achaia S. S. Co., . . . . .	Constantinople.
Eliades & Mouka, . . . . .	Smyrna.
Farwagi, E., & Fils . . . . .	Jaffa.
Fli Cauchi, . . . . .	Salonica.
Grech, Alfred. . . . .	Dardanelles.
Hancock & Wood . . . . .	Patras, Greece.
Hochstrasser & Co., . . . . .	Samsoun.
Hoffmann, S. & W. . . . .	Belgrade, Servia.
Keubler, Jona. . . . .	Jaffa.
Khouri, G. & A., Farra . . . . .	Beirut.
Laughton & Co, 42 Perchembè Bazar, Galata, . . . . .	Constantinople.
Louisides & Co., P. J., . . . . .	Larnaca, Cyprus.
Mavrommati, André, . . . . .	Mersine.
Maulwurf, E., . . . . .	Salonica.
Messageries Maritimes . . . . .	Cairo, Egypt.
M. Mewes, General Agent for Norddeuther Lloyd, Rue Charab Iskelessi, 7-9, Galata . . . . .	Constantinople.
Molho, Isaac, . . . . .	Salonica.
Nahama & Co., . . . . .	Salonica.
Petsaly, S. . . . . Alexandria, Cairo & Port-Said, Egypt.	
Philippou, A., . . . . .	Janina, Albania
Phostiropoulo Frères, . . . . .	Trebizond.
Rees & Co., Ltd., T. Bowen, . . . . .	Smyrna.
Reppen, Theo., Arabian Han, Galata. . . . .	Constantinople.
Schenker & Co, . . . . .	Belgrade, Servia.
Seager & Co., Walter, Tchynili Rihtim Han, Galata, . . . . .	Constantinople.
Strick, Scott & Co., Ltd . . . . .	Constantinople.
Theodoridi & Co. . . . .	Braila, Roumania.
Turnbull, Jr., & Somerville, . . . . .	Valetta, Malta.

Vandegrift & Co., F.B., 15-25 Whitehall St. . . . .	New York, N.Y., U.S.A.
Whittall & Co., J. W., Kenadjian Han, Stamboul . . . .	Constantinople.
Whittall & Co., C., . . . . .	Smyrna.
Yannoulato, Ant. G., Abid Han, Galata, . . . . .	Constantinople.

### Ship Chandlery.

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

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

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

Belart Lanz, F., Exporter, Ihsan Bey Han, Stamboul, . .	Constantinople.
Fulias & Co., Exporters, Abid Han, Galata . . . . .	Constantinople.
Mitrani, Joseph, Exporter, . . . . .	Adrianople.
Sayegh & Fils, A. P., Exporters, . . . . .	Alexandretta.

### Silver Ware.

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

### Skates (Roller and Ice).

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

Abdul Kader El-Khedery, Exporter, . . . . .	Baghdad.
Apikian & Co., Exporters, . . . . .	Baghdad.
Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul	Constantinople.
Austro-Oriental Trading Co., Ltd., Exporters, . . . . .	Baghdad.
Berk, Pütman & Co., Exporters . . . . .	Baghdad.
Blattner, Andrew . . . . .	Constantinople.
Chachaty Frères, Exporters, . . . . .	Mersine.
Essefian, Parsegh G., Exporter, Sirkedji, Stamboul, . . .	Constantinople.
Fresco, Fils d'Aslan, Exporters, Manoukian Han, 15, Galata	Constantinople.
Gelat, Elias Thomas, Exporter (Sheep & Goat) . . . . .	Jerusalem.
Hannania & Son Showa, Joseph, Exporters. . . . .	Baghdad.
Hecht, Emil, Importer & Exporter, Angora Han, Stamboul,	Constantinople.
Ihmsen & Co., Rue Findjandjilar, Stamboul . . . . .	Constantinople.
Jeboury, Beythoum, Exporter, . . . . .	Baghdad.
Klonski, A. H., Exporter, . . . . .	Hebron.
Langridge, F.F., Exporter, . . . . .	Baghdad.
Lynch & Co., Steven, Exporters, . . . . .	Baghdad.
Mahokian, A., Exporter. . . . .	Trebizond.
Manuelian, H., & Co., Exporters . . . . .	Mersine.
Maulwurf, E., Exporter, . . . . .	Salonica.
Messayeh, Joseph J., Exporter, . . . . .	Baghdad.
Modiano, Saul Is., Exporter, . . . . .	Salonica.
Nemli Zadé Frères, Exporters, . . . . .	Trebizond.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul,	Constantinople.
Pesnikidis, P., Exporter . . . . .	Salonica.
Sarfati, Joseph, Exporter, Rezvan Han, Stamboul, . . . .	Constantinople.
Schamasch, Gourgie & Co., Exporters . . . . .	Baghdad.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul,	Constantinople.

Stone, Timlow & Co., . . . . .	Boston, Mass., U.S.A.
Wolfner, Joseph, Exporter . . . . .	Belgrade, Servia.
Xanthos, C., Exporter, . . . . .	Salonica.

**Soap.**

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

**Sporting Goods.**

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

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

**Stationery**

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

**Sugar.**

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

**Tallow.**

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

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

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

**Tents.**

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

Adamopoulo, A.C., Exporter, . . . . .	Smyrna.
African Cigarette Co., Ltd., The, Exporters, 8 A Lycourgos St.	Athens, Greece.
American Tobacco Co., . . . . .	Salonica.
American Tobacco Co., . . . . .	Smyrna.
Nemli Zadé Frères, Exporters, . . . . .	Trebizond.
Oriental Tobacco Trading Co., Ltd., Exporters, . . . . .	Salonica.
Pesnikidis, P., Exporter . . . . .	Salonica.
Pirococco, Christo, Exporter, . . . . .	Smyrna.

Serefas, D., Exporter, . . . . .	Salonica.
The Surbrug Co., Importers . . . . .	New York, N.Y., U.S.A.

**Tourist Agencies.**

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

**Turkish Delight.**

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

Abramovitz, Leon P., Calea Moslior, 80 . . . . .	Bucharest, Roumania.
Edwards & Sons, Importers, Dilsiz Zadé Han, Stamboul, .	Constantinople.
Kouroubalekian, Khosrof, Importer, Buyuk Tunnel Han, Galata	Constantinople.
Lambichi, M.E., Importer, . . . . .	Smyrna.
Monarch Visible Typewriter Co., Ltd., 165 Queen Victoria St.,	London, E.C., England.
Nowill & Co., Sidney, General Agents for Turkey of the Remington Typewriter Co. of New York, Kevork Bey Han, Galata . . . . .	Constantinople.
Panayottou & Co., John E. . . . .	Cairo, Egypt.
Remington Typewriter Co., . . . . .	New York, N.Y., U.S.A.

**Umbrellas.**

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

Whittall & Co., Exporters . . . . .	Smyrna.
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**Watches.**

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

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

**Wines and Liquors.**

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

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

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

Arsen & Co., A.G., Exporters, Gulbenkian Han, Stamboul,	Constantinople.
Asfar & Co., Pressing Factory and Exporters . . . . .	Baghdad.

Artus, Henri, Exporter . . . . .	Mersine.
Austro-Oriental Trading Co. Ltd., Exporters . . . . .	Baghdad.
Barsamian, Hagop, Exporter . . . . .	Aleppo.
Berk, Püttmann & Co., Exporters . . . . .	Baghdad.
Blockey, Cree & Co., Exporters . . . . .	Baghdad.
Chachaty Frères, Exporters . . . . .	Mersine.
Coussa, Armand, Exporter . . . . .	Aleppo.
Elishaa, Nessim, Exporter . . . . .	Baghdad.
Elowe, Raphael J., Exporter . . . . .	Baghdad.
Forino Co., Importers, 143, Federal Street . . . . .	Boston, Mass., U. S. A.
Fresco, Fils d'Aslan, Manoukian Han, 1-5, Galata . . . . .	Constantinople.
Gulbenkian Bros. & Co., Exporters, Stamboul . . . . .	Constantinople.
Hecht, Emil, Exporter, Angora Han, Stamboul . . . . .	Constantinople.
Hindie, Elias, Exporter . . . . .	Aleppo.
Holstein, Herm. A., Exporter, Allalemdji Han, Stamboul . . . . .	Constantinople.
Ihmsen & Co, Rue Findjandjilar, Stamboul . . . . .	Constantinople.
Jeboury, Beythoum, Exporters . . . . .	Baghdad.
Kasharian, N., Exporter, Buyuk Kiritli Pasha Han, Stamb. . . . .	Constantinople.
Keun & Co., Alfred A., Exporter . . . . .	Smyrna.
Klonsky, A. H., Exporter . . . . .	Hebron.
Lavino & Co., A., Exporters . . . . .	Smyrna.
Lemmi Frères, G., Exporters . . . . .	Ordou.
Langridge, F. F., Exporter . . . . .	Baghdad.
Lynch & Co., Stephen, Exporters, Baghdad . . . . .	Baghdad.
Marcopoli & Co., V., Exporters . . . . .	Aleppo.
Manachy, Lorenzo Y., Exporter . . . . .	Aleppo.
Manuelian, H., & Co, Exporters . . . . .	Mersine.
Maulwurf, E., Exporters . . . . .	Salonica.
Mégarbané & Fils, Habib, Exporters . . . . .	Aleppo.
Messayeh, R. D., Exporter . . . . .	Baghdad.
Modiano, Saül Isaac, Exporter. . . . .	Salonica.
Obegi & Fils, N., Exporters . . . . .	Aleppo.
Oriental Skin Co., Exporters, Khorassandji Han, Stamboul . . . . .	Constantinople.
Pesnikidis, P., Exporter . . . . .	Salonica.
Sarfati, Joseph, Exporter . . . . .	Salonica.
Schamasch, Gourgie, & Co., Exporters . . . . .	Baghdad.
Serefas, D., Exporter . . . . .	Salonica.
Stock & Mountain, Exporters, Khorassandji Han, Stamboul. . . . .	Constantinople.
Stone, Timlow & Co.. . . . .	Boston, Mass., U. S. A.
Warde, Naasan & Co., Exporters . . . . .	Beirut.
Whittall & Co., J. W., Exporters . . . . .	Constantinople.
Zelveian, M. & K. S., Exporters . . . . .	Constantinople.

### Woollen Goods.

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

### List of Non Classified Members.

Aaronsohn, Aaron, Agricultural Experiment Station . . . . .	Haifa,
Abouaf & Co., A. . . . .	Cairo, Egypt.
Banning, Hubert, Asmali Mesdjid 35, Pera . . . . .	Constantinople.
Bowen, Marcellus, Agent, American Bible Society . . . . .	Constantinople.
Brill, A. . . . .	Jaffa.
Calvert, F. R. J. . . . .	Dardanelles.

Chester, A. T., Ottoman-American Development Co. . . . .	New York, N. Y., U. S. A.
Damon, Theron J., Journalist. . . . .	Constantinople.
Davis, D. Alton, Sec'y Y. M. C. A., American Bible House	Constantinople.
Doucarelis, Aristides M., . . . . .	Mitylene.
Efstratiou, Apostolos, English Stores Proprietor . . . . .	Mitylene.
Heisman, Sam. . . . .	Jaffa.
Heizer, Oscar S., American Consular Service . . . . .	Constantinople.
Hill, Arthur E., Mgr. Standard Oil Co.. . . . .	Salonica.
Horton, George, American Consular Service . . . . .	Smyrna.
Jackson, Jesse B., American Consular Service . . . . .	Aleppo.
Jewett, Milo A., American Consular Service . . . . .	Kehl, Baden, Germany.
Keller, Theodor S., Mgr., Fuias & Co. Rue Xenophon. . . . .	Athens, Greece.
Lapin, Aaron . . . . .	Jaffa.
Lapin & Hurwitz . . . . .	Jaffa.
Macdonald, P. N., Vacuum Oil Co., . . . . .	Cairo, Egypt.
Masterson, William W., American Consular Service . . . . .	Harput.
Memminger, Lucien, American Consular Service. . . . .	Paris, France.
Morgan, Alfred L., Professor, Robert College . . . . .	Constantinople.
Moussa & Co., Selim, . . . . .	Jaffa.
Murray, Wm. E., American College for Girls . . . . .	Scutari, Constantinople.
Nathan, Edward I., American Consular Service . . . . .	Karachi, India.
New London Business Men's, Association. . . . .	New London, Conn., U. S. A.
Odell, Ralph, M., U. S. Commercial Agent . . . . .	Washington, D. C., U. S. A.
Peet, W. W., Treasurer, American Missions. . . . .	Constantinople.
Psyrras, Dimitrios. . . . .	Mitylene.
Ravndal, G. Bie, American Consular Service . . . . .	Constantinople.
Rubin, Samuel, Promoter, . . . . .	Jerusalem.
Sassoon & Co., David. . . . .	Baghdad.
Schulz, Walter H., American Consular Service . . . . .	Aden, Arabia.
Summers, Maddin, American Consular Service . . . . .	Belgrade, Servia.
Ward, William E. D., American Consular Service . . . . .	Harput.
Wirth, Jr., Frederick . . . . .	Constantinople.
Wortham, Richard G., American Tobacco Co.. . . . .	Salonica.

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