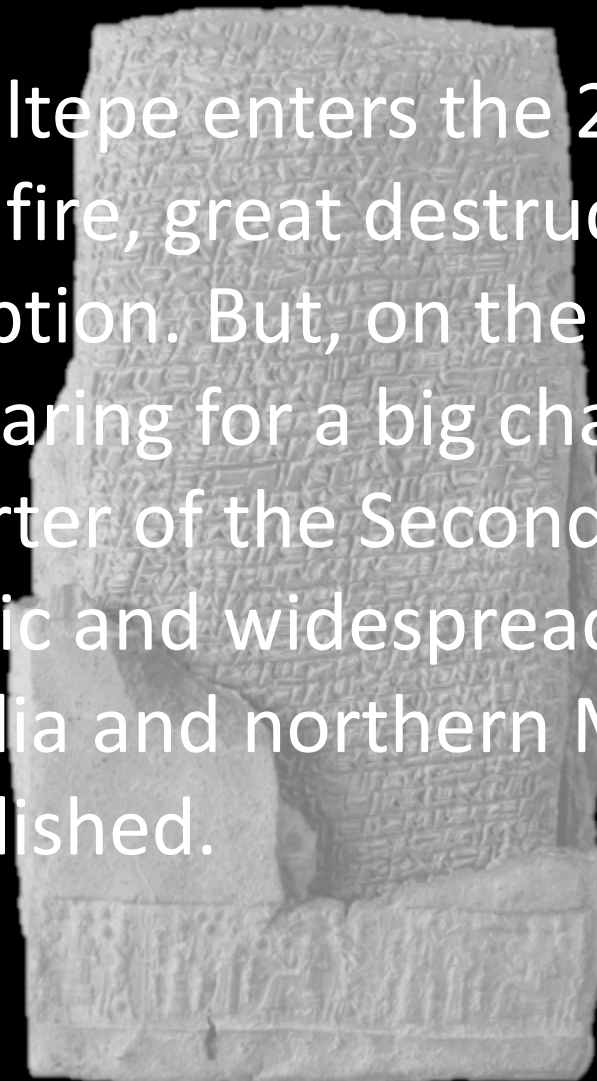


Anatolia and Kültepe enters the 2nd Millennium BC without any fire, great destruction nor a cultural interruption. But, on the other side, Anatolia is preparing for a big change. By the first quarter of the Second millennium BC, a very systematic and widespread trade network between Anatolia and northern Mesopotamia had been established.



Anatolia's prologue:
Kültepe Kanesh-Karum



By the first quarter of the Second millennium BC, a very systematic and widespread trade network between Anatolia and northern Mesopotamia had been established almost a thousand years later than the first international far distance trade network which also Arslantepe community got involved.

The administrative center of this trade was the city of Assur, the capital of the Assyrian Kingdom, and 25 km north of the place where the Lower Zab River merged with Tigris in northern Mesopotamia. The city of Assur did not only dominate the most important river route between south and north Mesopotamia but also controlled important caravan routes connecting Anatolia to Iran.

The rich mineral deposits in Anatolia and the diversity of agricultural and animal products have been known for a long time by neighboring countries. As mentioned above, even in the second half of the Third Millennium BC, it is written that the Akkadian merchants came to Burushattum for trade, which is generally localized as Achemhöyük. In addition, the early archaeological evidence of Anatolian-Mesopotamian relations was also found in excavations at Kültepe-Kanesh. Kültepe, ancient Kanesh, the capital of Kanesh Kingdom was the center of this far distance trade organization in Anatolia.



Map of Anatolia c. 1880 BC. After Barjamovic, G. (2011). A historical geography of Anatolia in the Old Assyrian colony period, Museum Tusulanum Press.

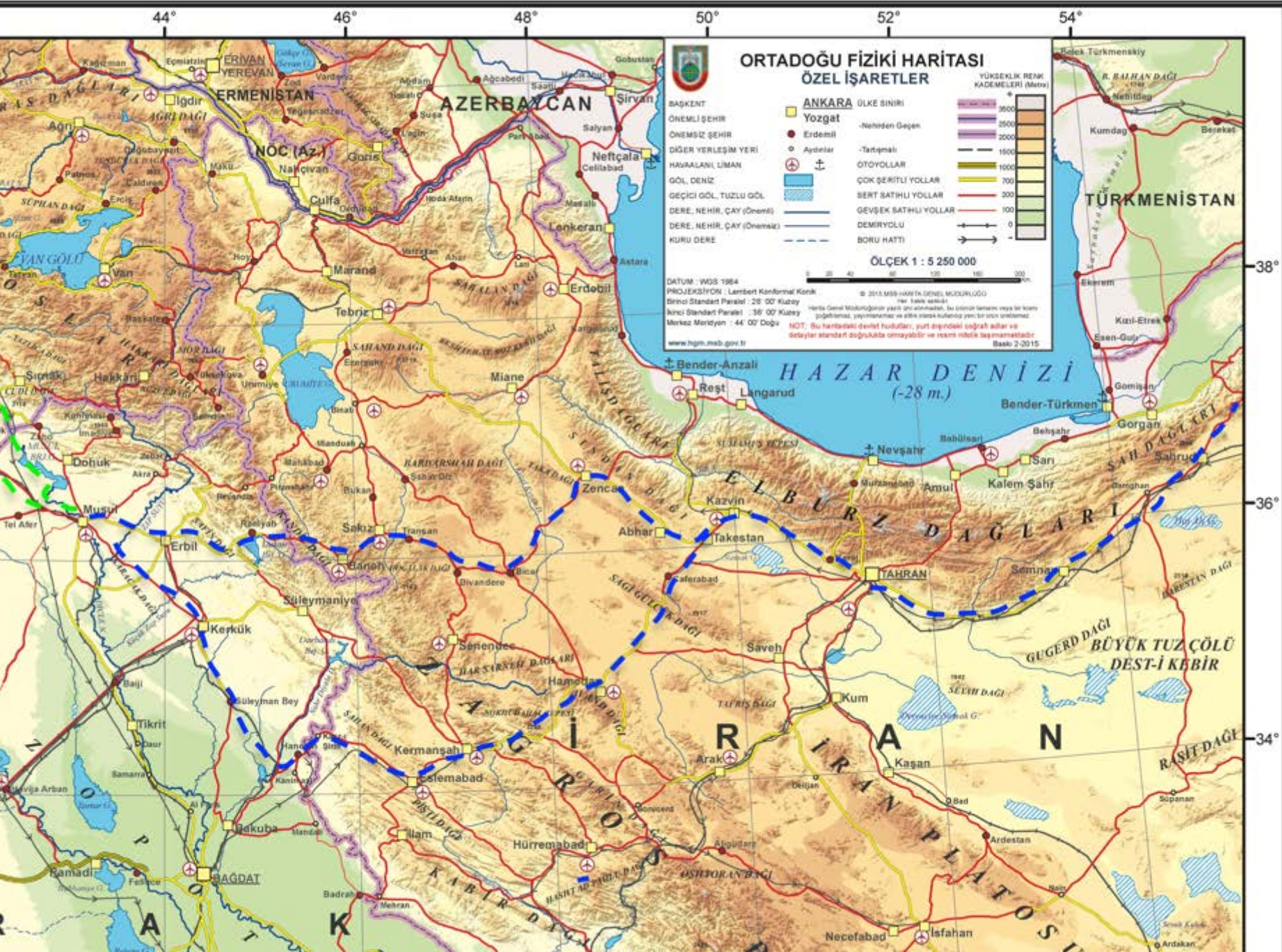
Almost at the beginning of the Second Millennium BC, Assyrian King I. Erishum made trade reforms and started a systematic trade with Anatolia to ensure the future of the Assyrian kingdom. In this far distance trade, state monopoly has been abolished, and free trade has been made possible by family members and their companies. The fact that it was established at the crossroads of the caravan routes in a strategic territory has caused Assur to create the first developed example of the international trade system.

	Assur	Babylon	Kanesh	karum	Ur
			12		
2150			11b		
2100	Aminum		11a		Urnammu 2110-2093 Shulgi 2092-2045
2050	Sulili		10	IV	
	Kikiya Akiya Puzur-Ashur I		9	III	Amarsuena 2044-2036 Shusuena 2035-2027
2000	Shalim-ahum				
	Erishum I	1972-1933	8	II	
1950					

	Ikunum I	1932-1919
	Ikunum I	1932-1919
	Sargon I	1918-1879
1900		
	Puzur Ashur II	1878-1871
	Naramsin	1870-1827
1850		
	Erishum II	1826-1807
1800	Shamshi Adad I	1806-1774
1750		
1700		
1650		
1600		



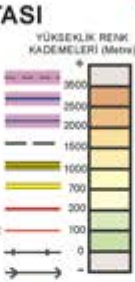
Map of Anatolia c. 1880 BC. After Barjamovic, G. (2011). A historical geography of Anatolia in the Old Assyrian colony period, Museum Tusulanum Press.



ORTADOĞU FİZİKİ HARİTASI ÖZEL İŞARETLER



- ANKARA** ÖLKE SINIRI
- Yozgat
- Erdemli
- Aydinlar
- GÖL, DENİZ
- GEÇİCİ GÖL, TUZLU GÖL
- DERE, NEHIR, ÇAY (Önemli)
- DERE, NEHIR, ÇAY (Önemli)
- KURU DERE
- Nehisten Geçen
- Tarımsal
- ÖTÖYOLLAR
- ÇOK BEYİTLİ YOLLAR
- BERT SATHLI YOLLAR
- GEVŞEK SATHLI YOLLAR
- DEMİRYOLU
- BORU HATTI



DATUM : WGS 1984
PROJEKSİYON : Lambert Konformal Konik
Birel Standart Paralel : 28 00 Kuzey
Kırsıl Standart Paralel : 38 00 Kuzey
Merkez Meridyen : 44 00 Doğu

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Başlık 2-2015

ÖLÇEK 1 : 5 250 000



HAZAR DENİZİ (-28 m.)

TAHRAN

ELBURZ DAĞLARI

AGRI

IRAN PLATOSU

KABİR DAĞI

NECEFABAD

ISFAHAN

ERZURUM

ERZURUM

ERZURUM

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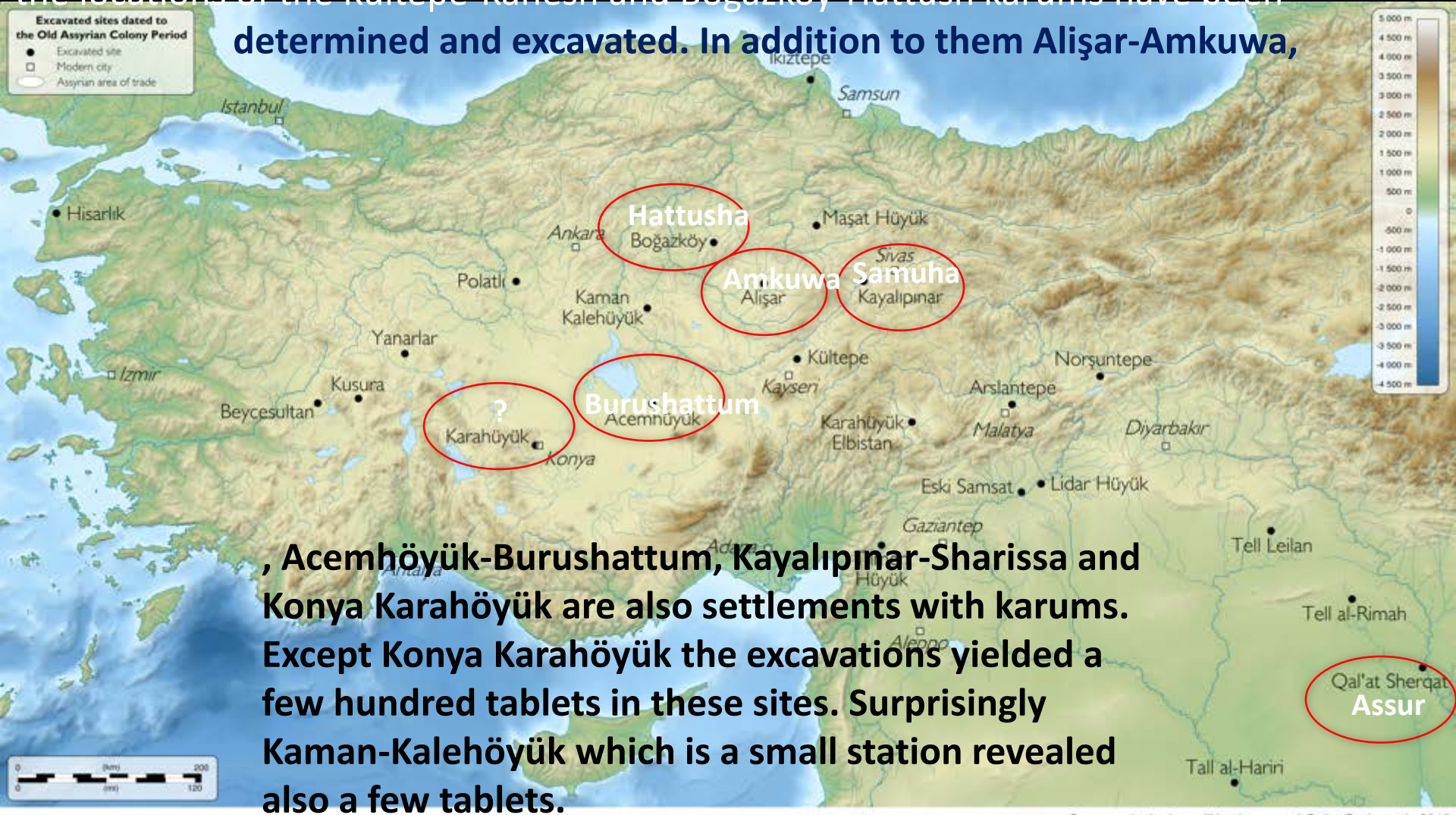
ERZURUM

This trade was a trade with certain laws, rules, and regulations. Essentially, merchants needed to be involved in this organization had to sign up, pay dues or fee in order to trade there. The Assyrians have succeeded in developing this system and established a number of commercial centers/bazaars in central and southeastern Anatolia, in the heart of most of the local kingdoms or in the important cities, called "karum", meaning "port". The smaller marketplaces established and controlled by karums were called "trade station" or "wabartum". The merchants, like they were in the karums, lived at the wabartums constantly, carrying out their work there. Wabartums also had political organizations and institutions.



In the documents discovered at Kültepe, about 40 settlement names were recorded where Assyrian merchants lived and worked. But as far as the day is concerned, only the locations of the Kültepe-Kanesh and Boğazköy-Hattush karums have been

determined and excavated. In addition to them Alişar-Amkuwa,



, Achemhöyük-Burushattum, Kayalıpınar-Sharissa and Konya Karahöyük are also settlements with karums. Except Konya Karahöyük the excavations yielded a few hundred tablets in these sites. Surprisingly Kaman-Kalehöyük which is a small station revealed also a few tablets.

Cartography by Ivan d'Hostingue and Gojko Barjamovic 2010

Map of Anatolia c. 1880 BC. After Barjamovic, G. (2011). A historical geography of Anatolia in the Old Assyrian colony period, Museum Tusculanum Press.



Approximately 23 thousand written documents were discovered in Kültepe until now. Most of these documents are about commercial, economic and legal matters.

So far the excavations at Kültepe, have brought to light a total of 23,500 tablets, of which 23,000 tablets are from Level II and 500 from Level Ib. A very substantial portion of these tablets were from the excavations in the karum area. The tablets discovered at Kültepe are primarily significant because they represent the beginning of written history in Anatolia. These tablets revealed the social, political and economic life of the 19th and 18th centuries BC in central Anatolia and Upper Mesopotamia.



Thus, in 2015 Kültepe tablets have been enlisted in the world heritage list by Unesco among the five collections in Turkey.

The Old Assyrian merchant archives consisting of *ca* 23,500 tablets from Kültepe constitute a unique textual corpus in world history. Almost 4000 years ago a community of about 900 traders and their families coming from the city-state of Assur in modern-day Iraq settled in the central Anatolian city of Kanesh. Some 70 seasons of archaeological excavation undertaken at this site have produced the remarkable remains of a densely settled urban centre destroyed in a huge conflagration, including the houses of the Assyrian merchant colony.



Alongside the exceptionally well-preserved physical remains of the Assyrian merchant houses and those of their local Anatolian neighbours at Kültepe, the archives allow us to write a dense social and commercial history incomparable to anything else known from the ancient world. The Assyrian traders' archives from Kültepe stand out as completely unique in ancient history.



Exercise tablet of a apprentice

Most fascinating is perhaps the large number of private letters found in the merchant houses. So far, some 7,000 individual letters have been identified, and it is not uncommon to have several hundred letters relating to and written by a single individual. Also exceptional for the Kültepe material is the fact that literacy seems to have been widespread in the community. This means that a large part of the population settled there could write themselves, including groups that we do not otherwise normally find directly represented in ancient textual sources, such as local people, women and slaves.

The texts thus become of key importance for our understanding the social and commercial history of humankind in a broader sense. The special character of the Kültepe archives has formerly led to them being seen as somehow 'anomalous' "abnormal" or divergent in broader studies of ancient economy. Scholars took it as an exception that confirms the rule of a world dominated by redistribution and a state-controlled exchange of luxury items destined to embellish the social prestige of powerful institutions and elites.

For all these reasons, the Assyrian traders' archives from Kültepe stand out as completely unique in ancient history. Their scope in terms of social density, social class, gender, and sheer number, and their capability to illuminate patterns of international trade, finance, credit, production and consumption before any other comparable material, gives the merchant archives from Kültepe a special place in world history and heritage.



commercial agreements,
contracts,
debt notes,
interest,
loan notes,
partnership agreements,
caravan transportation operations,
customs,
tax,
administration letters,
also marriage-divorce,
adoption,
inheritance,
slave sales.
correspondences,
political affiliations,
order,
list of officers.

The cuneiform documents also consist of texts related to commercial agreements, contracts, debt notes, interest, loan notes, partnership agreements, caravan transportation operations, customs, tax, administration letters and also marriage-divorce, adoption, inheritance, slave sales. There are also tablets concerning the correspondences between the local kings and the Assyrians concerning trade administration, or documents that shed light on political affiliations, or documents about the order and the list of officers.

The center of trade: Karum office/bit karim

*Merchants would not smuggle, buy and sell duty-free goods.
would have to pay the tax on them.*

Bit karim (karum office) was

*the headquarter of the foreign trade administration.
the first and foremost, an export and import center.
the first chamber of commerce.
the first commercial bank.*

datum tax: permission to trade and protection in Anatolia

The rights they gained with the bilateral treaties did not give the right to Assyrian merchants to illegal trade. They would not smuggle, buy and sell duty-free goods. They would have to pay the tax on them. The organizer of this trade, the auditor, was "bit karim". The existence of the "bit karim", which is the most important institution of the trading system and served as a present day "chamber of commerce", is known from the tablets discovered at Kültepe.

However, in extensive excavations conducted up to now, it is not yet possible to find the building or the buildings associated with it. Bit karim was the headquarter of the foreign trade administration. It had all the councils, boards, and administrative units for the management of a trading colony.



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datum tax: permission to trade and protection in Anatolia

Anatolia's first chamber of commerce also has duties reminiscent of the functions of today's commercial banks. The deposits of common commerce formed by karum were deposited here. If Assyrian merchants failed to pay on the day of debts stated in the contract, the chamber of commerce would do it.

But at the same time, bit karim accepts deposits from merchants; also records tax transactions and made transfers. In addition to using real deposits in stocks, it can also be thought of as giving credits, loans, and even advances.



The center of trade: Karum office/bit karim

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datum tax: permission to trade and protection in Anatolia

One of the most important of the taxes paid to bit karim was the datum tax, which is a kind of road tax.

Datum is also an investment or contribution to create shares, to participate in karum's commercial fund or collective trade. In a sense, it is the tax paid for permission to trade and protection in Anatolia. Merchants who did not register for the chamber of commerce or who did not pay the fee and the dues were not allowed to trade in Anatolia.



Assyrian trade in Anatolia

The system of Assyrian trade in Anatolia during the early Middle Bronze Age is exceptional in the perspective of interregional exchange not only because the merchants from Ashur were unique in organizing regular caravans of men and donkeys with large amounts of tin and wool textiles to a network of independent agents in extraterritorial colonies in central Anatolia several thousand kilometres away. Other traders also followed similar routes at other times and in other places. Rather, the activities of a particular group of merchants happens to be so well attested owing to the exceptional conditions of preservation, excavation and publication of the evidence of an Assyrian merchant settlement located at the site of Kültepe. In fact, the material from Kültepe is so detailed that, it permits a depth of reflection and analysis that is difficult to achieve elsewhere, and it allows us even to reconstruct some of the principles that may have governed interregional exchange in pre-modern times on a more general level.

Assyrian trade in Anatolia

- ✓ regular caravans of men and donkeys with large amounts of tin and textiles,
- ✓ well attested activities,
- ✓ thanks to the preservation, excavation and publication of the Assyrian merchant settlement located at the site of Kültepe.

The political geography in Anatolia:

- ✓ Small states ruled by a royal couple.

Assyrian trade and traders

- ✓ a complex political landscape
- ✓ a network of agents and business associates

Understanding the geography of trade

- ✓ the physical topography and the infrastructure
- ✓ the way in which trade was organised
- ✓ the impact the Assyrian merchants had upon local Anatolian society
- ✓ sheer volume and range of Assyrian dealings in Anatolia



The political geography

The political geography of Anatolia in the Old Assyrian Colony Period was characterized by a number of small states, each focused upon a single urban centre and ruled by a royal couple. The main enterprise of the Assyrian traders, was to exercise in this complex political landscape of mutually competing local polities in the search of profit on marketed goods. For this purpose, each Assyrian company relied upon a network of agents and business associates spread out among the main cities of Anatolia. However, the entire geographical background of the trade – the physical topography and the infrastructure – has so far only been poorly understood. To appreciate the way in which trade was organised, the impact the Assyrian merchants had upon local Anatolian society, and the sheer volume and range of Assyrian dealings in Anatolia, we require a comprehensive understanding of its geography.

✓ The political geography in Anatolia:

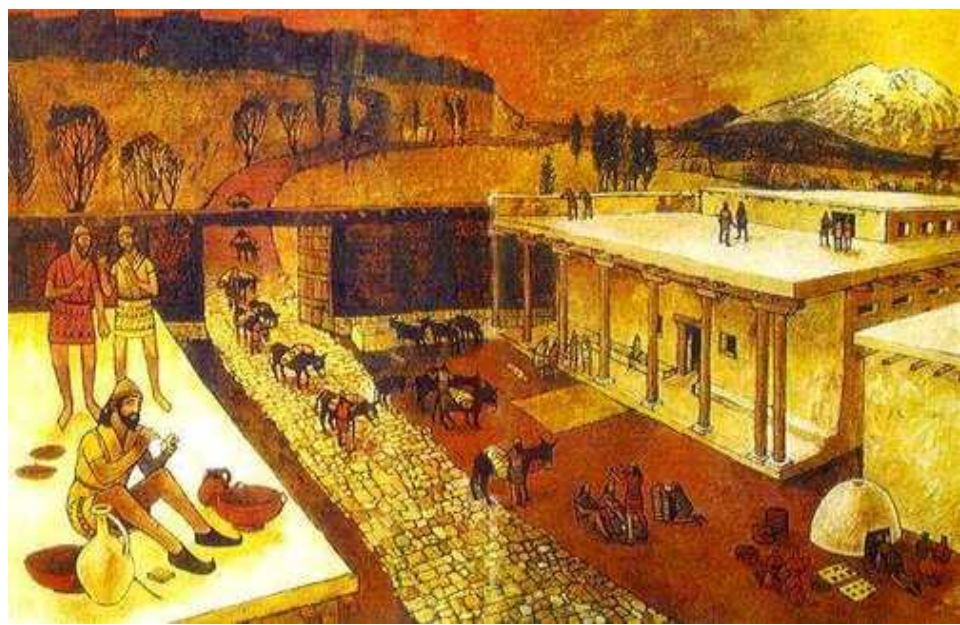
- ✓ Small states ruled by a royal couple.

Assyrian trade and traders

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Understanding the geography of trade

- ✓ the physical topography and the infrastructure
- ✓ the way in which trade was organised
- ✓ the impact the Assyrian merchants had upon local Anatolian society
- ✓ sheer volume and range of Assyrian dealings in Anatolia



Over the years a number of scholars have engaged with the problem of reconstructing a historical geography of the period. But although one might easily think that traders' archives, full of business letters, accounts and memoranda, constitute an excellent tool for the reconstruction of the active geographical horizon of those merchants, the material only hands over such information in a very ungenerous way. Letters exchanged between agents and financiers, along with private notes and judicial records, all presume a common knowledge of the geography, markets and resources that is now lost to us, and the actual degree of detail in the available documentation differs enormously.

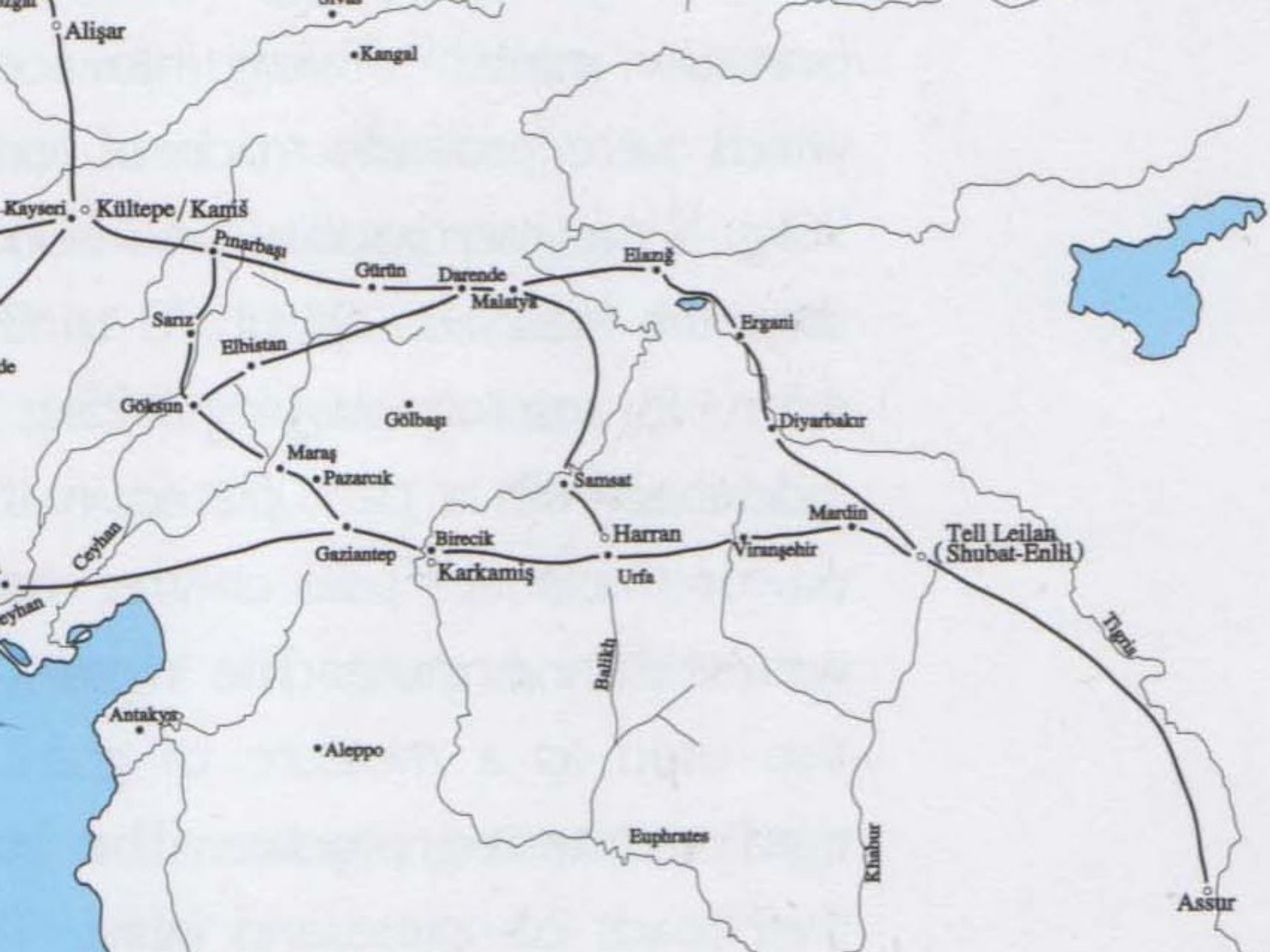
Tin and wool, the basic elements of trade...

Amount of tin and fabric sent from Assyria to Anatolia?

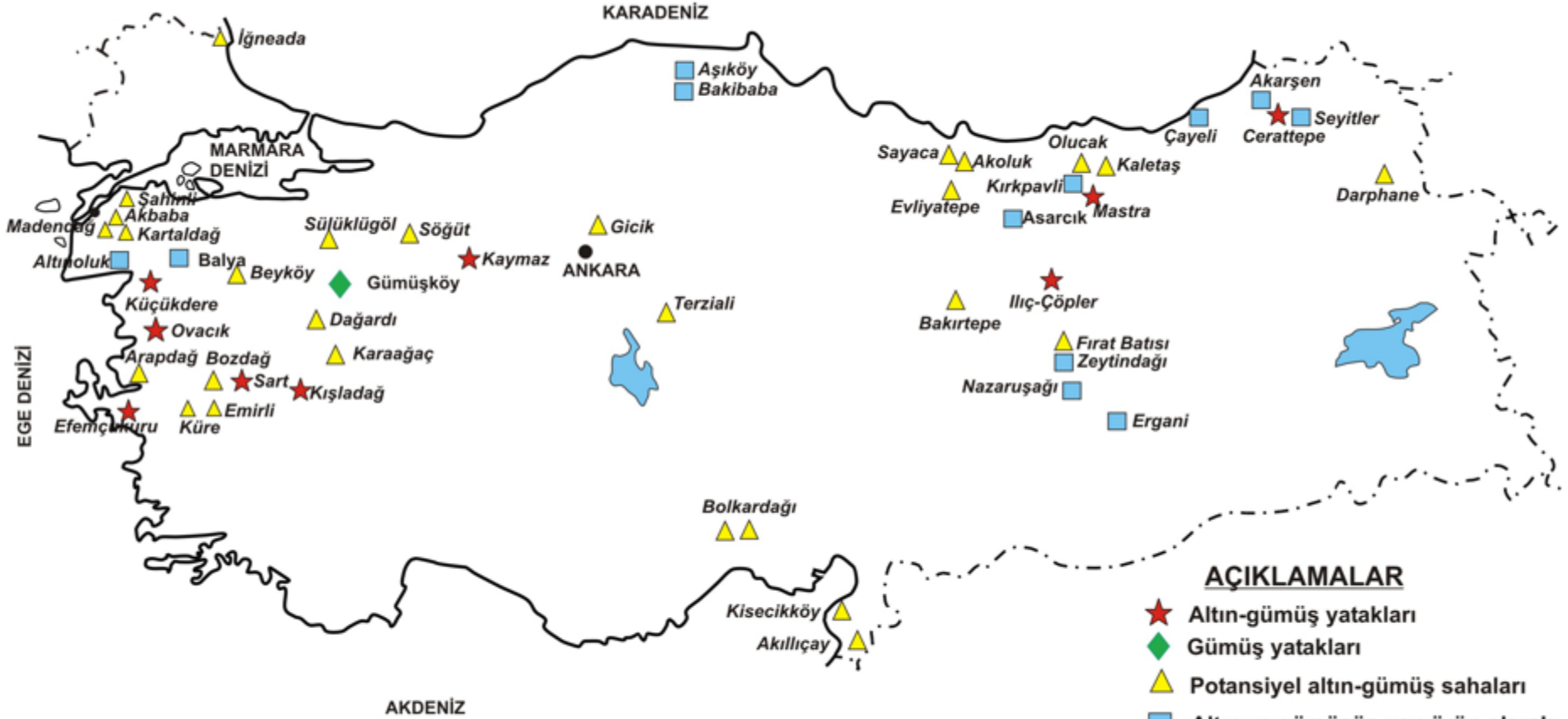
<i>3000 texts belonging to 30 years mention:</i>	14500 textiles
	13500 tons of tin
∴ Colony Age: 250 years x 500 fabrics:	125000 fabrics
∴ 250 years x 500 kg tin:	125000 kg of tin

Tin and wool

The basic elements of the Old Assyrian trade are known to all of us: caravans filled with textiles and tin are sent to Anatolia, these goods are sold and the results of this process are returned to the Assyrians as silver. Traders at the top of this system enriched the intra-Anatolian exchange cycle with rich copper and wool. There is no doubt that there is a large amount of tin sent from Assyria to Anatolia. Statistics do not provide information at this stage very easily, many texts have not yet been published and comprehensive studies on quantities and prices have not been presented. Most of the trade will remain unknown, because, simply, various stages of business transactions have not been recorded. And of course, we can't imagine how much textile can be found. It is clear that very large quantities of tin and fabric were sent from Assyria to Anatolia. At least we can make temporary predictions. In 1972, Veenhof made a list of the goods sent to Kanesh, and only a list of the 200 texts recorded in Larsen's caravans. 14,500 textiles and 13,500 tonnes of tin were sent. In his recent works, we understand that the period in which these texts belong, has been covering about 30 years. Therefore, in his work we can calculate that 500 fabrics and 500 kgs of tin are sent each year. If we multiply Veenhof's samples by 250 years we get the following result: 125000 fabrics and 125000 kg of tin were sent to Antolia.



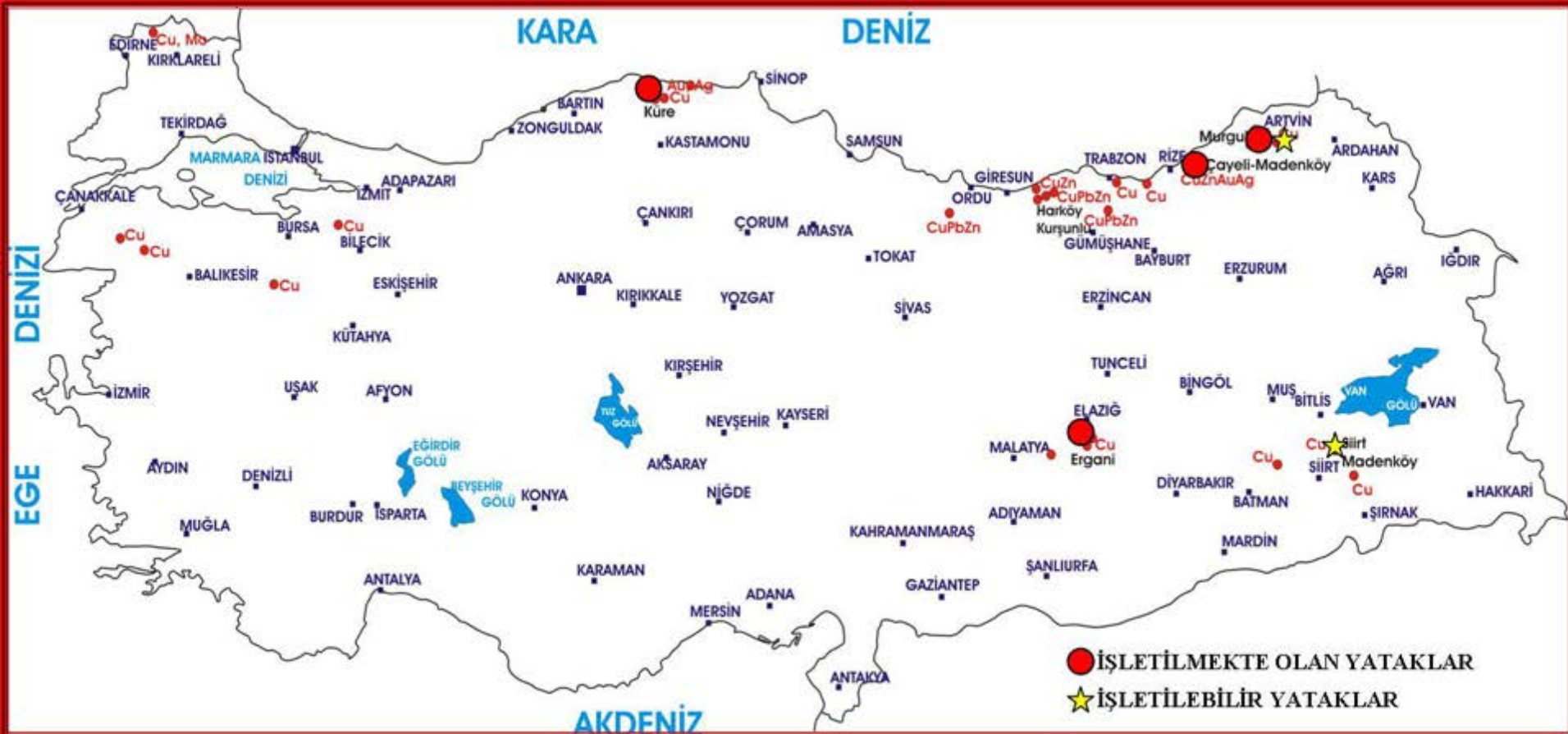
TÜRKİYE ALTIN GÜMÜŞ CEVHERLEŞME SAHALARI



AÇIKLAMALAR

- ★ Altın-gümüş yatakları
- ◆ Gümüş yatakları
- ▲ Potansiyel altın-gümüş sahaları
- Altın ve gümüşün yan ürün olarak bulunduğu baz metal cevherleşme sahaları

Pb: Kurşun, lead
Zn: Çinko , zinc
Ag: gümüş, silver
Au: altın, gold
Cu: Bakır, copper



The tin, which is not sufficient for the metal workshops in Anatolia, was sold to the people of Anatolia for silver-gold. The wool received as a raw material was woven in Assur in "Babylonian fashion" and sold again to the people of Anatolia for silver and gold. Kanesh was the center of this trading system in Anatolia.



Tin from Kayseri

How much fabric does Anatolia need?

- 1 fabric= 1 donkey
- 1 slave
- 15 shekel silver
- 5 sacks of wheat

Perhaps 15 or 25% of the textiles were sold to palaces.

How much tin does Anatolia need?

- ≈35 tons of copper produced per year in Anatolia.
- ≈500 kg tin imported

· How many weapons?

Where did the Assyrians buy tin?

Susa?

How much fabric does Anatolia need?

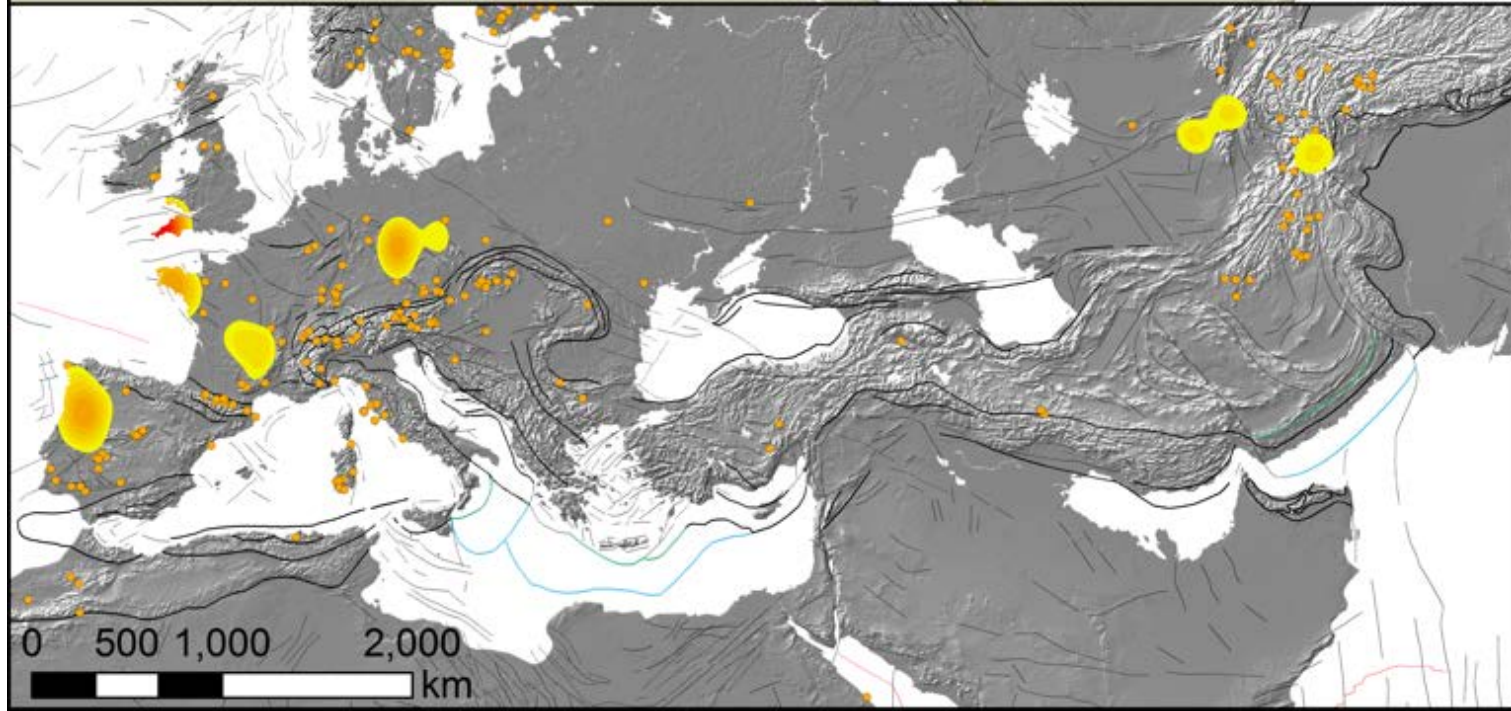
On the other hand, the question of whether Anatolia needs such high numbers of tin and textiles, is also worth discussing. A good fabric is as valuable as a donkey or a slave in Kanis, which shows how luxurious this import is. A piece of fabric is sold to 15 shekel silver and you can buy 5 sacks of wheat, so only those who have enough food could be interested in buying this kind of good fabric. Perhaps 15 or 25% of the textiles were sold to palaces, but we also know that independent traders have gone to villages and sold their goods. Tin, of course, was used to make bronze alloy, when this ratio is proportionally mixed with tin, it shows the production of 35 tons of copper per year in Anatolia. How many swords and how many axes can be made with these amounts? It is possible that Purushhaddum, the major trading center in the west of Central Anatolia, may be in another commercial cycle associated with the Aegean region, so it is likely that some of the tin and copper have gone to these regions.



Cassiterite (chief ore of tin) from Hisarcık/Kayseri

Where did the Assyrians buy tin?

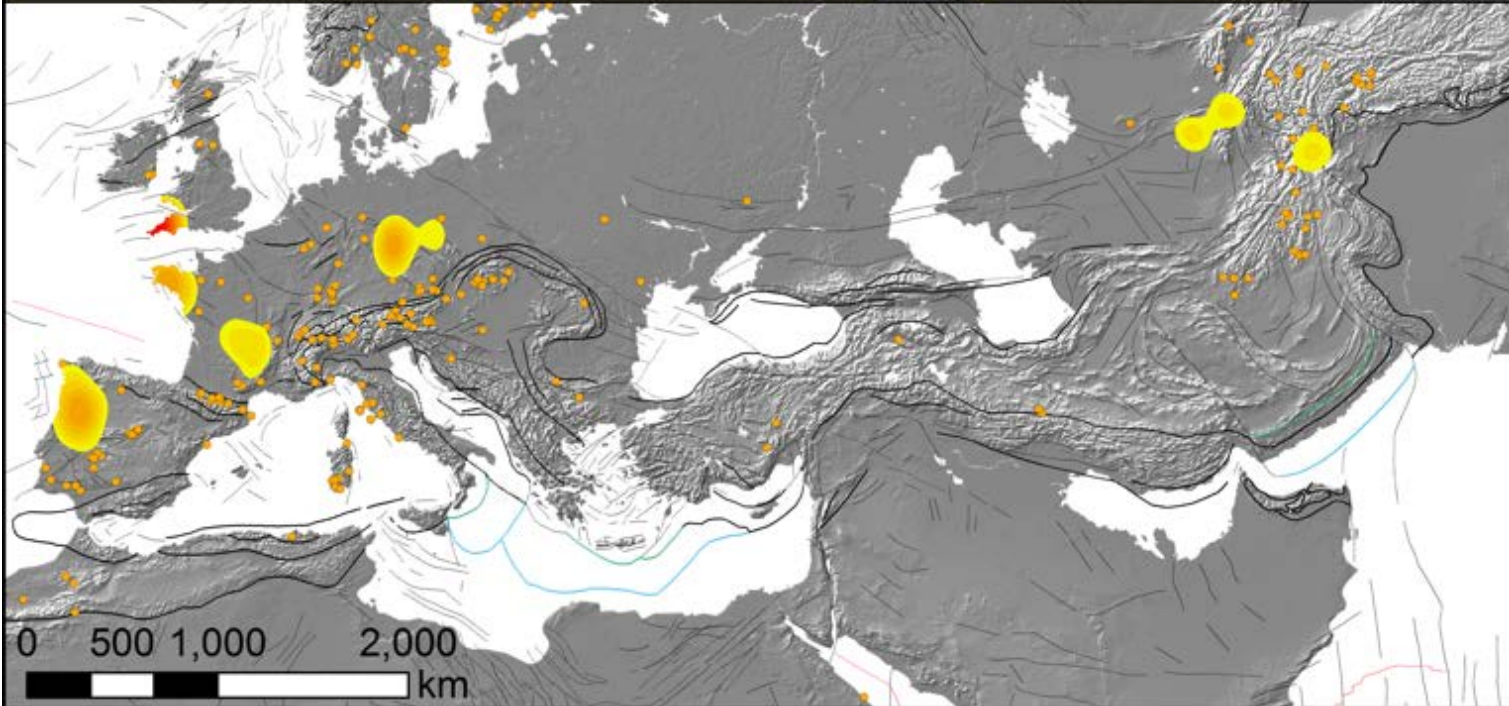
It may be early to say where the tin was produced, but at least from the text of the Ilushum and from the few commercial texts between Larsa and Eshnunna, we can see the existence of a strong tin trade from the city of Susa to Mesopotamia.





Where did the Assyrians buy tin?

The Assyrians, apparently, did not send a caravan to the country of Babylon to buy tin and cloth and lapis lazuli from northwestern Afghanistan, thus controlling the southern merchants and the network in that region. What is unquestionable is the existence of a very large trade that consumes a large part of Elam and Babylon and Assyria, and the rest of it is that 500 kgs of tin is sent to Kanesh every year.



Major Market Cities

The tin and woollen textiles were taken from Assur to Anatolia mainly to be sold in one of four major market cities – Kaneš, Durhumit, Purushaddum, and Wahšušana.

Major Market Cities



The first three were located in each their own corner of a triangular network that extended across Central Anatolia. In the southeast Kaneš was a gateway to Mesopotamia. Durhumit in the north was the market of the Black Sea copper. And in the west, Purushaddum controlled the routes to the Aegean coast and the Mediterranean. Wahšušana was located roughly equidistant from them all, and came to function as a major centre of distribution. Travelling merchants going from place to place and door to door peddled their wares in smaller consignments, but the large shipments were almost exclusively handed off for retail in one of those three cities. We know from the discovery of approved commercial agreements that the Assyrian network was based on mercantilist principles of geographical monopoly and political protectionism guaranteed by treaty. Only a few drafts of such documents have been preserved, but references to their accords are common. In return for their permission to found colonies and protecting the passing caravans against brigandage, the Assyrians would pay the rulers substantial revenues, and give them the right of pre-emption on their merchandise at favourable prices.

Network of exchange:

Banned in Jazira

Crossing Euphrates

controlled by Zalpa, Hahhum and Uršu?



Network of exchange:

Far from penetrating all of Turkey, however, the Assyrians were successful in monopolising the trade only in certain types of merchandise, and only in particular areas. The Assyrian merchants dealt regularly with some thirty cities in Turkey, but contacts with much more remote areas can be proved through archaeological excavations. On a wider level, it is therefore clear that the Assyrian merchants formed only one small component in a much larger network of exchange.

Crossing Euphrates

It is also clear that the Assyrians were not allowed to engage in a serious trade in the region between their own city and the river Euphrates. This region, now known as Jazira, belonged to a different zone where other traders held monopoly.

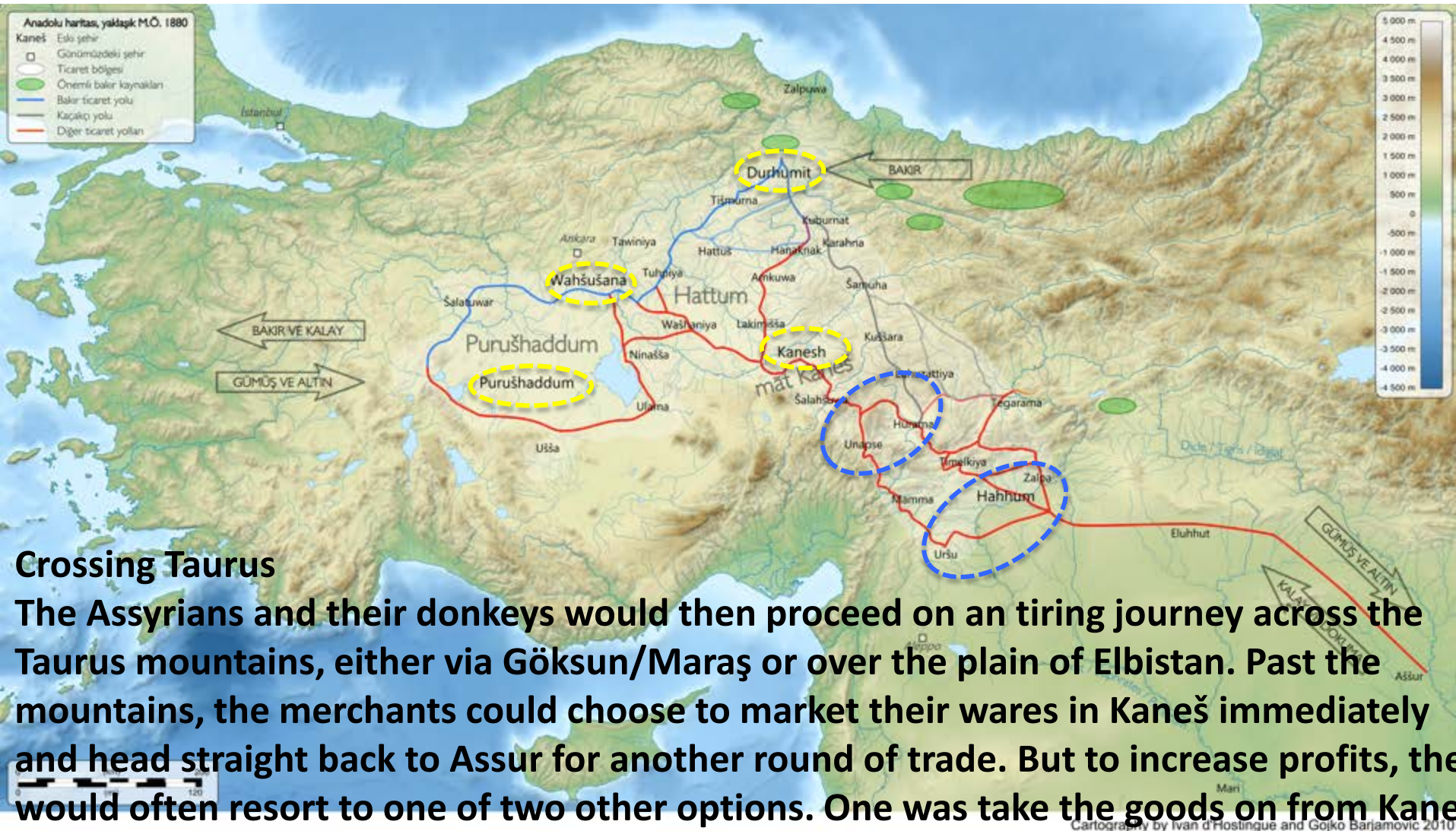
For the Assyrians, the Euphrates was the fiscal and conceptual frontier between Anatolia and Mesopotamia. Three major crossings used by the Assyrians were located on the river from the point where it emerges from a gorge at Gerger Kalesi and down to Birecik. These three crossings were controlled by the states of Zalpa, Hahhum and Uršu respectively. Each of them collected a substantial fee for allowing the Assyrian caravans to cross.

Network of exchange:

Banned in Jazira

Crossing Euphrates

controlled by Zalpa, Hahhum and Uršu?



Crossing Taurus

The Assyrians and their donkeys would then proceed on an tiring journey across the Taurus mountains, either via Göksun/Maraş or over the plain of Elbistan. Past the mountains, the merchants could choose to market their wares in Kaneš immediately and head straight back to Assur for another round of trade. But to increase profits, they would often resort to one of two other options. One was take the goods on from Kaneš to Purushaddum and sell them there at a higher price. Another was lead...

Durhumit + the crossings on the Euphrates → to the copper mines.

Copper route: Durhumit → Wahšušana × Kaneš → Šalatuwar → Purušhaddum





After Colony period

The Assyrian trade went on in a time before the great copper deposits were discovered in Cyprus and one can show by way of radioactive trace elements that some of the metal from archaeological excavations on the Greek islands may have come from mines near the Black Sea east of the Kızılırmak.

Metal survives well in the ground and its origin can be traced even after 4000 years, so we must ask what else travelled across Anatolia in the caravans of the Assyrian and other merchants.

Turkey has always been a bridge between Asia and Europe, and in a few texts, we hear of spices, jewels, oils and other luxuries that also travelled west in exchange for silver and gold. Evidence from Kültepe thus represents an early stage of the large trans-regional trade that was later to become associated with the Silk Road.

With the goods there were people traveling, and with people came an exchange of ideas, technologies, and genes. The Assyrian trade is the first well-attested example of this phenomenon, but it did not exist on its own. The old world had already been linked by commercial systems of varying intensity for centuries and millennia.

Trade of metal,
spices,
jewels, oils, +
exchange of ideas, technologies, genes