

STANGE & Co.
HAMBURG

Handelserlaubnis L II 13019/1019
vom 17. Juli 1922.

Hamburg, 7th. July 1927.
Sandtorqual 17

Telegramm-Adresse: Cafestange
Bank-Konto: Norddeutsche Bank
Abteilung Freihafen

R 917

Messrs. Schoeberlein & Lobenhoffer
London.

Dear Sirs,

We beg to acknowledge receipt of your
favour of the 1st.inst., for which we thank you.

RIO. We appreciate the good intention shown by to-day's offer,
but, to begin with, "Villagarcia" is rather a drawback than a
recommendation, this being one of the slow German cargo boats
(on the 4th. inst. in Rio Grande on the way out).

The worst, however, is that the offer is made after prices
or exchange have run up again.

We can tell you as an undisputable fact that on Tuesday
this week Ornstein have placed 500 bags New York No. 5,
good bean, light green, good for polishing
at 63/---, "Sierra Morena" (11th.inst

Vivacqua: same type, same steamer, at 63/6,

Fontes: a few lots, his type No.5 good bean green 62/3,
and even these sales were far from easy.

Even to-day Ornstein offers exactly the same as above,
i.e. shipment by fast mail steamer within four days at 64/6,
and we doubt whether he has placed.

Buyers keep very reserved, and they will not even make bids.
In fact there is no need for them to bind themselves in any way,
it being now quite the custom for the General agents like
Otto Hassel, Schwarz & Schott, &c. to go ahead for own account,
in order to force business.

For instance, it is a fact that Otto Hassel had above 500 bags
at 63/--- executed a few days earlier, and only placed them on
Tuesday when people smelled the market on the other side to be
firmer.

You will understand that we on our part cannot do likewise,
neither do we think that you would like us to.

There is no denying that WILLE can get and does get bids,
but he is the favorite shipper as far as RIO is concerned.

And if later on in August/September business is in full
swing there may even be bids for others, provided their firm
offers are on reasonable basis in accordance with their previous
shipments. Hence the importance of showing buyers what your
RIO friends can do, even if it is only 125 bags at a time.

The risk for you can scarcely be big, and the compen-
sation will be the prospect of a considerable turnover when the
main business in the autumn sets in.

The next fast steamer will be "ABTONIO DELFINO" on 26th. July,
but we admit that probably steamer room will be much sought after
in RIO de Janeiro.

We are, dear Sirs,

Yours faithfully

Kanger