

Nr. 2.3.2.10

**Hongkong and Shanghai Banking Corporation (HSBC), Hauptverwaltung
Hongkong, an die Niederlassung der HSBC in Hamburg, F. T. Koelle,
betr. die Firma Bradley & Co. in Hongkong / Shanghai, 9. Februar 1912**

Brief

Bearbeitet von: Friederike Sattler

Fundort: HSBC Archives, London, HQ GH0 0059-0001

Formalia: 1 Blatt, maschinenschriftlich einseitig beschrieben, Durchschrift, mit eigenhändiger Unterschrift, mit 2 Anlagen im Umfang von jeweils 1 Blatt.

Regest:

Im Rahmen der regelmäßig geführten Geschäftskorrespondenz wendet sich die Hauptverwaltung Hongkong der Hongkong and Shanghai Banking Corporation (HSBC) mit diesem Schreiben an den Leiter der Niederlassung in Hamburg, F. T. Koelle, um ihn für die Firma Bradley & Co. in Hongkong und Shanghai, zu der seit Gründung der Bank enge Verbindungen existieren, um Vermittlung von geeigneten deutschen Geschäftspartnern in Hamburg zu bitten. Zugleich werden Informationen über die aktuelle wirtschaftliche Situation der Firma Bradley & Co. sowie das Ansehen verschiedener deutscher Kaufleute übermittelt, die von sich aus Interesse an einer Zusammenarbeit mit Bradley & Co. in Hongkong und Shanghai zeigen.

[1. Blatt, Vorderseite]

9th. February, [19]12.

My dear Koelle,

I am in receipt of yours of January 17th.

Bradley & Co. I enclose copy of a letter which has been addressed to us by Bradley & Co. here, from which you will see that they wish to be put in communication with a firm in Hamburg dealing in articles of China produce, and we shall be glad if you will do the best you can for them in the matter.

With regard to the copy of a letter from Mr. George Westendorf, Hamburg to Bradley & Co., in view of the opinion in Hamburg list – “steady and reliable, probably no means of his own”, we did not dare to recommend Bradley & Co. to open up relations with him.¹

For your private information only, with regard to Bradley & Co’s standing, their liability account of Tek Boan Chiang, Swatow, has been compromised for a payment of \$ 240.000, and when this payment is made, the firm will be left with a working capital of \$ 300.000 while in addition, the private property of T. W. Richardson and R. H. Hill amounts to approximately \$ 150.000. We consider them quite good for engagements.

Yours very truly

[unleserliche Unterschrift]

F. T. Koelle, Esq.

Hamburg.[1. Anlage, 1. Blatt, Vorderseite]

Abschrift.

1 In der hier erwähnten „Hamburg list“ wurden offenkundig Informationen über tatsächliche und potenzielle Geschäftspartner in Hamburg gesammelt.

BRADLEY & CO.,

Hongkong, 7th. February, 1912.

The Chief Manager,
Hongkong & Shanghai Banking Corporation.
PRESENT

Dear Sir,

With reference to our call of this morning in regard to opening up correspondence with a firm in Hamburg for business in articles of China Produce shipped from Hongkong, as arranged, we shall be much obliged if you will write to your Agent in Hamburg and ask him to make enquiries with a view of putting us in touch with a suitable firm.

We used to work with Mr. F. M. Wolff in Hamburg, but for various reasons, we have thought it best to discontinue our business relation with him. We should like to get into touch with a first class firm of good standing, who are well acquainted in business of China Produce.

We enclose with this copies of letters we received from Mr. Georg Westendorf, Hamburg, but in view of your report on this gentleman, we are not at present communicating with him.

Thanking you in anticipation for your trouble in this matter,

We are, Dear Sir,

Yours faithfully.

(Sgd.) Bradley & Co.

P. S. On looking up our Notes, we find that Mr. F. T. Koelle gave us the name of Messrs. C. G. Nelling & Co.[2. Anlage, 1. Blatt, Vorderseite]

COPY.

Hamburg, 6th. January 1912.

Messrs. Bradley & Co.,
HONGKONG.

Gentlemen,

I have taken liberty of writing your Shanghai house as per copy enclosed and would also solicit your account upon an open basis as with Shanghai. I am sure that with my experience & your co-operation we could build up a mutual satisfactory trade in European goods.

Produce. Together with my Imports of North China Produce I can do business here, especially for the Continent where I have my brokers well organized, in all the leading market centres, in Human Hair, Bristles, Kopra & all seeds and Fibre.

In your city I beg to refer you to friends of mine as Mr. Brodersen & Mr. Schroeder, formerly of Meyer & Co. & Mr. Medzler of A. K. & Co.

Your consideration of this proposition I hope is feasible & I await your good news.

I beg to remain, Dear Sirs,

Yours very truly,

(Sgd.) Georg Westendorf.