

SAN FRANCISCO OFFICE:
157 HOWARD STREET
SAN FRANCISCO 5, CALIFORNIA

OFFICE AND WAREHOUSE
3050 EAST BLAUSSON AVENUE
HUNTINGTON PARK, CALIFORNIA
CABLE ADDRESS "DONCO"

BRUMLEY-DONALDSON COMPANY

Industrial Materials

PHONE LOGAN 8-3381
P. O. BOX 336, VERNON STATION
LOS ANGELES 11, CALIFORNIA

April 11, 1950

Air Mail

Mr. Alfred O. Pfisterer
1/O Hengelerstrasse
Munich - Bavaria
GERMANY, U. S. ZONE

Dear Alfred:

Just finished reading your long letter and reports of March 29 addressed to Mr. Hofstetter, and wish to congratulate you on a job very well done.

I have been discharged from the hospital and will probably be home for about two weeks before returning to work. However, I will be able to keep up on my correspondence from here, and the office will forward your letters on to me.

Alfred, I would like to caution you on your letters. The English is very good, but at times the phraseology is such that certain parts are somewhat hard to understand. At a later date, when we are in final negotiations for coke, great caution will be required to prevent any misunderstanding in our correspondence, otherwise we may be involved in some costly mistakes. As a suggestion, why not have one of your American friends proofread a few of your letters until you become accustomed to writing in English again. I feel sure you will accept this as constructive criticism.

In view of your very fine report, I believe we can say that the first step of our project has been very thoroughly completed. Now for step No. 2. Enclosed you will find several letters to companies we feel are the outstanding coke producers with whom we should instigate preliminary negotiations. We feel that it would perhaps be best to have you present these letters personally — first, to help further your prestige; secondly, to assure our prospective vendors that we are a reputable firm and wish to conduct our business dealings in a very precise manner.

To deviate just for a moment, I would like to give you an insight into our organization. We have a credit rating with a national financial institution of \$300,000.00. Prior to the war we imported coke from Germany under the name of H. C. Donaldson Company in excess of \$250,000.00 (1932-1939). Thus you can readily understand that we are quite familiar with this entire business and are in a financial position to act quickly.

RAILROAD WEIGHTS AT ORIGINAL POINTS OF DELIVERY SUBJECT TO GOVERNMENT SETTLEMENT. ALL AGREEMENTS ARE CONTINGENT UPON

DECLASSIFIED AND RELEASED BY
CENTRAL INTELLIGENCE AGENCY
SOURCE METHOD USE EXEMPTION 3828
NAZI WAR CRIMES DISCLOSURE ACT
DATE 2008

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Mr. Alfred O. Pfisterer

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April 11, 1950

In your opinion, what do you believe would be the lowest possible price we could purchase high grade coke for? This price should be in U. S. dollars, f.o.b. steamer Antwerp or Rotterdam. Do you have any connections that would be helpful in obtaining charter ships that could handle cargoes of 5000-7500 tons of coke? Try to find out what the freight would be to Pacific Coast ports. We will work on the same information from this end and then we can compare the two. Ocean freight is going to be a very important factor in our being competitive.

As to your question about the \$250.00, we have only sent you the one payment. So use your own discretion as how to handle the matter of money received at Munich.

In one of your letters you advised us of the coke prices to domestic users and also stated that we could anticipate a reduction of 33-1/3% for export. Will you please confirm this statement. Also, state again the cost of coke to German users.

The English are up to their old tricks in walking out of the North German Coal Control Conference. If this control can be eventually set up, will the DKV be abolished?

Enclosed you will also find a letter addressed to the DKV as per your request. We would rather work directly with the producers. However, you know the situation better. If we are interpreting your letter correctly, we feel it would be best if we do not become too much involved with DKV at present. There might be the possibility of too much politics, too many people looking for financial returns just to sign their name. You remember, Alfred, our experiences with German "rubber stamp" policies.

I believe that covers everything for the present. Again may we express our sincere appreciation of your fine work.

Kindest regards,

O. J. Stoudt
O. J. Stoudt

CJS:MA

P.S. In reply to your question as to the tonnage of coke we would be interested in, we can roughly estimate this to be approximately 35,000 tons for 1950. Price, of course, will be determining factor.

CJS

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April 11, 1950

Emilia-Elisabeth
Postfach 150
Essen - Rheinland
Germany

Attention: Mr. Ewald Kuhn

Gentlemen:

Through Mr. Alfred O. Pfisterer, we have been advised that your coke producing facilities are once again nearing full production and that favorable indications that export to the United States will soon be resumed.

During the years 1932-1939 we imported several thousand tons of metallurgical grade coke to the United States. At this time we operated under the name of H. C. Donaldson & Company.

We are interested in procuring for import to the United States a high grade metallurgical coke sizes 3 1/2 inches plus, and also 2 x 3 inches of the following approximate analysis:

Fixed Carbon	88.00%	Minimum
Ash	10.00%	Maximum
Volatiles	2.00%	"
Sulphur	0.75%	"
Moisture	1.50%	"

Above coke is to be of hard structure to avoid excessive breakage in handling and transporting.

We would appreciate your earliest reply as to availability and analysis of subject material, quoting prices per metric ton, loaded and trimmed, f.o.b. vessels Rotterdam or Antwerp. We would be interested in charters of 5000-7500 tons for Pacific Coast ports.

Through our bank, the Bank of America, main branch - Seventh and Spring Streets, Los Angeles, California, we can furnish letters of credit to cover shipments. If possible, we would prefer all quotations to be c.i.f. Los Angeles or San Francisco harbor. This would eliminate

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DRUMLEY-DONALDSON COMPANY LOS ANGELES, CALIFORNIA

Edwin-Elizabeth
Page 2
April 21, 1950

an excessive amount of time in traveling.
We greatly appreciate the kind and thoughtful
letter to Mr. Pfisterer. We have explained the
situation to you in person in the course of your
visit. Your earliest possible reply will be greatly appreciated.

Yours very truly,

O. J. Stoughton

O. J. Stoughton

Mr. A. O. Pfisterer ✓

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April 13, 1970

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Y
Deutscher Kohlen-Verkauf
Hengelerstrasse
Luzern - Badenweg
Munich, Germany

Gentlemen:

Mr. Alfred G. Pfisterer has requested that we write you concerning details pertaining to our interest in importing German coke to the United States.

During the years 1932-1939 we imported several thousand tons of German coke to the United States from the Hermann and Prosper ovens. During this time we operated under the name of H. C. Donaldson & Company.

We are interested in purchasing several thousand tons of metallurgical grade gross coke of large size 3 1/2 inches plus, also same quantity of 2 x 3 inch coke. Our harbor facilities are such that we can handle charter cargoes of 5000-7500 tons.

Desired analysis is as follows:

Fixed Carbon	88.00%	Minimum
Ash	10.00%	Maximum
Volatile	2.00%	"
Sulphur	0.75%	"
Moisture	1.50%	"

We would appreciate your earliest reply as to availability and analysis of subject material and prices c.i.f. Los Angeles or San Francisco harbor. We can furnish letters of credit to cover shipments through our bank, which is Bank of America, main branch - Seventh and Spring Streets, Los Angeles, California.

We wish to express our appreciation for the courteous reception given to Mr. Pfisterer, and request that a copy of all correspondence to us be mailed to his address - 1/0 Hengelerstrasse,

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Deutscher Kohlen-Verkauf
Page 2
April 11, 1950

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Munich, Bavaria.

Thanking you for your cooperation, we remain

Very truly yours,
BRUMLEY-DONALDSON COMPANY
O. J. Stodd
O. J. Stodd

CCNY
Mr. A. G. Pfisterer ✓

Naumushi
Page 2
April 11, 1950

an excessive amount of time in attempting to...

We greatly appreciate the kind and...
Corded to Mr. Pfisterer. We have received...
letter to you in person in the same...

Your earliest possible reply will be greatly appreciated.

Yours very truly,

BRUMLEY-DONALDSON COMPANY

J. O. Pfeiffer
J. O. Pfeiffer

cc - Mr. A. O. Pfisterer ✓

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BRUMLEY-DONALDSON COMPANY

LOS ANGELES, CALIFORNIA

April 21, 1939

Prospect 1/2 and Prospero Cokes Factory
Schneebergstrasse 26
Rotterdam - Rhinland
Germany

Attention: Mr. Hugo Reckmann
Gentlemen:

Through Mr. Alfred O. Pfisterer, we have been advised that your
smelting facilities are once again operating and that there are
favorable indications that export to the United States will be
resumed.

During the years 1932-1939 we imported several thousand tons of met-
allurgical grade coke to the United States. At this time we operated
under the name of H. C. Donaldson & Company.

We are interested in procuring for import to the United States a high
grade metallurgical coke sizes 3 1/2 inches plus, and also 2 x 3 inches
of the following approximate analysis:

Fixed Carbon	88.00% Minimum
Ash	10.00% Maximum
Volatile	2.00% "
Sulphur	0.75% "
Moisture	1.50% "

Above coke is to be of hard structure, to avoid excessive breakage in
handling and transporting.

We would appreciate your earliest reply as to availability and analysis
of subject material, quoting prices per metric ton, loaded and trimmed,
f.o.b. vessels Rotterdam or Antwerp. We would be interested in char-
ters of 5000-7500 tons for Pacific Coast ports.

Through our bank, the Bank of America, main branch - Seventh and
Spring Streets, Los Angeles, California, we can furnish letters of
credit to cover shipments. If possible, we would prefer all quotations
to be c.i.f. Los Angeles or San Francisco harbor. This would eliminate

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PRUMLEY-DONALDSON COMPANY · LOS ANGELES, CALIFORNIA

Prosper 1/2 and Prosper Coka Fabric
Page 2
April 11, 1950

an excessive amount of time in arranging letters of credit.

We greatly appreciate the kind and courteous reception you have extended to Mr. Pfisterer. We have requested that he deliver this letter to you in person in the event you wish additional information.

Your earliest possible reply will be greatly appreciated.

Yours very truly,

PRUMLEY-DONALDSON COMPANY

O. J. Stoult

O. J. Stoult

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ROSS:MA
CS - Mr. A. O. Pfisterer ✓

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