

HORST BROTHERS.

AMERICAN HOPS

CABLE ADDRESSES:  
HORST, LONDON.  
NEW YORK.  
CHICAGO.  
SACRAMENTO.  
PUYALLUP.

HANDLED DIRECT FROM GROWER TO BREWER.

Sacramento, August 23, 1894.

Dear Sir:

We are pleased to advise you that we have succeeded in our efforts to secure, in the interest of the many growers that entrust their hops to us for sale, a freight rate on hops

Of \$1.50 per 100 lbs. from the Pacific Coast to New York and Chicago.

1.95 " " " " " " " " " " London.

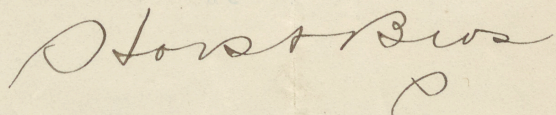
both of which rates will go into effect on August 30th.

You are no doubt aware that we sell hops direct to the brewers in the United States and Great Britain, and you will readily see the advantage you have in having us sell your hop crop. We work in every brewing city where American Hops are used, both in the East and abroad, and have our headquarters in London, New York and Chicago, and to any of which of our houses you can ship your hop crop and expect considerably more than by selling at home. To our friends in Oregon, we specially recommend their shipping to our London house, where our Mr. Louis A. Horst will give personal attention to your shipments. We especially recommend the English market on Oregon hops, because the through rate from the Coast to London is extremely low, because the English brewers have taken a particular fancy to Oregon hops and pay good prices for them, and because we are the only firm on the Pacific Coast that handles Pacific Coast hops direct to the English brewers, thereby saving you all the other middlemen's profits. You cannot help seeing the advantage you gain thereby.

We will be pleased to make reasonable advances against shipments to our Eastern or London houses.

Our Mr. Jeff. H. Bottoms will leave here for Oregon next week, and make his headquarters in Salem, and he will take pleasure in calling to see you at his first opportunity. We will be glad to hear from you at any time, and are,

Very truly,



To New York ship via. Sunset Route.

“ Chicago “ “ Denver and Rio Grande R. R. Co.

“ London “ “ Sunset Route.



