

HL/T

SCHOEBERLEIN & LOBENHOFFER,

TELEGRAMS: PELOPIDAS, FEN, LONDON.

TELEPHONE: Nº 6321 ROYAL.

CODES:

BENTLEY'S.  
A.B.C. 5TH EDITION.  
LIEBERS.  
PRIVATE.

*Market Buildings.*  
*29. Mincing Lane.*  
*London, E.C.3.*

1st. June 1932.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

|            |         |  |
|------------|---------|--|
| D.L.L.     |         |  |
| Recebido   | 11.6.32 |  |
| Respondido |         |  |

I wrote you last on the 11th. ult. and must confess to considerable disappointment at the small business with the Companhia. I am doing all that is humanly possible to push the business, but as I have proved in our official letters to the Companhia, on hand of competitors' original lists, the prices are hopelessly high compared to competitors'. Obran again writes to-day a letter expressing astonishment at the striking difference in price between the Companhia's and other shippers'.

From the official shipping lists I also see that the volume of the Companhia's business is very small compared to the previous year. This proves clearly that other European correspondents of the Companhia experience the same difficulty which we experience.

It is the same with the consignment in Trieste. Trieste & we in London work practically day & night to place the remaining 5500 bags at the limits given by the Companhia, but have so far found it absolutely impossible.

Leaf 2

Mr. D. L. Lacombe, Riode Janeiro.

We also have complaints that the 8000 bags which the Companhia consigned to Hamburg sold at prices below the limits given to us by the Companhia. It is very unfortunate that the Companhia did not allow us to continue selling at the limits at which we sold the first 2,000 bags. The limits which we now have in hand, and which according to the Companhia's latest cables, are absolutely rock bottom, are now 30 Cents higher than our first sales, and this advance renders the sale very difficult indeed.

There is also the finance. Most of these coffees have to be re-exported to other Mediterranean Countries, where official restrictions make it very difficult for buyers to furnish the necessary credits.

I repeat I do all that is humanly possible, but I would esteem it a great favour if you would use your influence with Mr. Machado and induce him to reduce the limits to a level at which sales are again possible.

I can assure you that our commission does not stand in the way. We only take for ourselves a nominal commission in addition to our own pocket expenses for storing, so the reason of the slowness of the sale is not to be found on our side, but is to be found in the limits given by Mr. Machado.

Trusting that you are in good health, I remain, dear

Mr. Lacombe,

Yours very truly,

*Schoeberlein Lobenhoffer*