

HL/T

SCHOEBERLEIN & LOBENHOFFER,

TELEGRAMS: PELOPIDAS, FEN, LONDON.

TELEPHONE: N° 6321 ROYAL.

CODES:

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

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

6th. July 1932.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

I duly received your favour of the 14th. ult. and trust that we shall do very good business with the Sao Paulo Branch of the Companhia. We are now awaiting further particulars and types.

I shall of course be pleased to receive the visit of your daughter. You do not say so in your letter but I presume it is your daughter - Laura.

^E
TRISTE CONSIGNMENT.
^A

I am personally very much worried that in spite of our continued efforts we have not been able yet to liquidate this consignment, but I can assure you & Mr. Machado that the fault is not ours. It is simply impossible to obtain your latest limits.

Allow me to observe that it was a great tactical mistake on the part of the Companhia to raise the limit after the sale of the first 2000 bags. This sale formed a basis and if only the Companhia had allowed us to continue selling at the same price we would have liquidated the whole consignment by

London, E.C. 6.7.32.

Leaf 2.

Mr. D. L. Lacombe, Rio de Janeiro.

now.

I have personally conferred with the head of our Trieste organisation, and he also confirms to us that there were several other buyers who would have bought at the same price, but they were all very much put out by the increase in the limit. As Trieste is a terrible place for gossip, where nothing is kept secret, the price at which the 2,000 bags were sold became known to other buyers and they simply would not and will not pay more.

This is typical of the Trieste buyers. We are working the consignment of course likewise in other places, but practically in every Country within reach of Trieste there are financial restrictions rendering larger business absolutely impossible.

Could you not put the position before Mr. Machado and induce him to authorise us to sell at the price of \$ 11.15. per bag of 60 Kilos, net landed weight, at which the first 2,000 bags were sold.

Business is very bad indeed.

Trusting that you are in good health and with kindest regards to you and your family, I remain, dear Mr. Lacombe,

Yours very truly,

G. D. P. Lobenhoffer

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