

SCHOEBERLEIN & LOBENHOFFER

LONDON.

TELEGRAMS:
PELOPIDAS LONDON.

Market Buildings
29 Mincing Lane

London, 18th May 1902

E. C.

Dear Mr. Langbe!

I wish to tender you in the first place my thanks for selecting my firm as your agents, you may be sure that we shall spare no efforts to do a really large & satisfactory business for you.

It is understood that the business will be carried on on the same lines & in the same spirit as Kuhn - Prida.

Private I wish to tell you that we have for the last 6 years been in close relations with Ward & Rand, a fair percentage of whose Santos business passes through our hands. Our Santos - relation with Ward & Rand remains unchanged but it is naturally understood that from the moment we receive ^{orders} from you we shall work ~~of~~ only your offers & wishes.

I do not consider it business on our part if we propose to you in our to-day's official letter to open agencies only in the larger ports. I think you will find it good policy. Take for instance the North. In Hamburg we have secured the assistance of Mr. Ehlers, surviving partner in P. H. Schmidt, who has special connections with a number of big merchants who in their turn give extensive

Recd 7 June
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This is a friendly agreement arrived at with H. C. Schaefer
the above information of our having been appointed agents of yours.

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facilities of payment to Scandinavian buyers. In Copenhagen we have relations with R. Paulsen & Co who do a large commission-banking & exchange business (barter) with all parts of Scandinavia & the Baltic. Through these agencies many a business will be done which otherwise would be impossible. If on the other hand we were to try & sell direct to smaller places, we should forfeit the goodwill of the large concerns. The same applies to many Mediterranean ports, such as Algiers, Tunis, Oran, Toulon, where moreover at present we have to be extremely careful for financial reasons. It is thus in every respect preferable to do the business in these parts through indirect channels. If after a reasonable trial the result of this policy should not be satisfactory we shall at once take steps to increase the number of our sub-agencies.

There are a few points which I should like you very much to concede to us if possible.

The permission to give extra commissions to sub-agents as above described & referred to in our official letter

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2) Option of Hamburg Illustration where business
impossible otherwise

3) Permission to allow buyers a week to
declare destination & Port of Call. This we should
only do when absolutely necessary & would
apply only to some countries, & the buyers & perhaps
London & Copenhagen, who want to matter places
for us. This option we have enjoyed & has
been granted to us by all London buyers by Har-
land for a number of years. It can hardly
make any difference to you & might often
facilitate business. We are making the
necessary provisions in Code.

In case the question be put to us by
buyers, could you favour us with a Brazilian
or European Bank Reference?

Trusting that your enterprise will be
a success in every respect, I remain, Dear
Mr Karamba

Yours truly
H. Lobenhoffer