

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.*

5th. October 1926.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

I beg to acknowledge receipt of yours of
the 3rd. ult. for which I thank you.

MARSEILLES. As far as I can make out the
business which Messrs. Pereira has done through Perrin to Messrs.
Philifert & Mayen is much lower than the price which we cabled,
and we are writing to Pereiras in the matter to-day. The coffee
was also sold on description and with a much higher description
than the samples of Stock Lots which you sent to Marseilles
warranted. We can tell you Mr. Lobenhoffer himself has
investigated matters on the spot at Marseilles. He knows that
Mr. Clairefond is very pushing. Mr. Lobenhoffer knows Mr. Mayen,
of Messrs. Philifert & Mayen, the buyers, personally, and we can
tell you that he would have given us the preference if there
had been any chance; but unfortunately ^{Perrin} Pereira offered at a much
lower price and with a specially attractive description.

ELIAKIM. Your information was very
interesting. He is a very good agent but wants very firm
handling. This is the reason why we insisted upon exercising

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

full control over him.

If Pereira thinks that we can in one day build up a large business for him without regular firm offers on his part, at attractive prices, he simply demands the impossible. A little application of common sense would show him that business without regular firm offers on the part of a new shipper is out of question.

Meanwhile you have informed us by cable that you have left Pereira and have joined a new Firm, Messrs. Gomes Filho & Co. Ltd. We accept the agency with thanks and now enclose a letter to the Firm. We also enclose a contract which we would thank you to have duly signed. It is understood that Antwerp will, in course of time, also be placed under our control.

We feel certain you are fully alive to the importance of having a clear contract duly signed, guaranteeing the agency for a certain time, and we can now tell you that we have, from the very first, had the impression, and an instinctive feeling, that the business with Pereira would not develop. Something very serious must no doubt have happened as otherwise you would not have left the Firm on such short notice. We are now awaiting your further news in the matter.

We presume Messrs. Pereira's agency will nominally remain in our hands and that we shall receive new types from Messrs. Gomes Filho & Co. Ltd.

Please impress upon Messrs. Gomes that we must have

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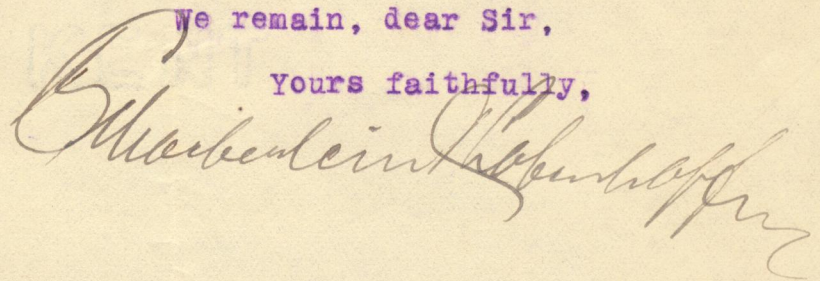
Mr. D. L. Lacombe, Rio de Janeiro.

regular firm offers at competitive prices, otherwise business will be very difficult. This is specially necessary at first; later on, when the Firm is introduced and the shipments are known and appreciated, it will be much easier to collect orders.

We repeat we are quite prepared to do our level best to work up the business with Messrs. Gomes, but only on condition that we have full written guarantee that the agency will remain in our hands and that no attempt will be made to take the business out of our hands as soon as we have introduced the firm, or even before that, and that Mr. Gomes has the necessary patience as it will take a little while to introduce a new Firm of shippers. We do all that is humanly possible but we cannot do impossibilities.

We remain, dear Sir,

Yours faithfully,

A large, flowing handwritten signature in dark ink, which appears to read 'Schoeberlein Lobenhoffer', is written over the typed name and extends across the lower right portion of the page.