

3rd. November 1926.

Messrs. Gomes, Filho & Co.,

RIO DE JANEIRO.

Dear Sirs,

Since writing you last on the 28th. ult. we have received your favours of the 8th. & 15th. ult., for which we thank you.

CONDITIONS. Same as per ours of the 14th. October and yours of the 8th.

CODES. You have already the Hamburg, Marseilles & Trieste Codes, and we now send you the code for Havre, *same Lake B Appendix* which we are certain you will find clear & satisfactory.

TYPES. We have already *informed* ~~conferred~~ to you that the types in our possession are not good enough to attract business, in fact they compare very unfavourably with other shippers' types. We therefore beg to repeat our request to send us as soon as possible a fresh set of types. This would help business. But if you prefer to await the advent of the new crop we must do our best to do the business on the New York types only.

STOCK LOTS. They are very useful and we would thank you to send us samples whenever possible. ~~It will be~~

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very useful and we would thank you to send us samples whenever possible. It will be best if you send them all to London and leave it to us to forward them to our sub-agents, including Havre, Trieste, Hamburg & Marseilles.

CABLE ADDRESSES OF SUB-AGENTS. As is indicated on the frontispiece of our code Mr. Stange's Hamburg address is CAFESTANGE - HAMBURG. Mr. Haas' cable address for the code we are sending you to-day is "HAFERAS" - HAVRE. Mr. Clairefond's address is simply "CLAIREFOND - MARSEILLES", and Mr. Eliakim, Trieste, wishes you to register for cables from his side to you the cable address "GOMESELIAK" He registers the same address in Trieste so that all cables you send him have to be made out to that address.

HAVRE. Mr. Haas complains bitterly about the competition, chiefly of Ornstein, who is always cheaper, and he urges you to do your utmost to make him offers at the same parity as Ornstein's quotations. In this case he can guarantee you a very big business, but it is impossible in Havre to obtain higher prices. We think it would be advisable if you were to offer to Mr. Haas No. 7 & No. 8, with the description "beany greenish" and "colour & style immaterial"; that is to say, descriptions which enable you to cut the prices as low as possible.

MARSEILLES. Mr. Clairefond writes that he would like to offer for you in Algeria. Although we are already

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represented there by Mr. Pimienta, whom your Mr. Lacombe knows, we told him that we have no objection to his doing so. Only Algerian buyers never furnish London credit, but you have to draw direct on the buyers. As this is rather risky for the shippers we would strongly advise you not to do so unless you can obtain a Banker's guarantee of payment. Mr. Clairefond writes that he can get this guarantee against the customary delcredere of $\frac{1}{2}\%$. Please let us know by return of post whether you are willing to do this business under Banker's guarantee, but in this case you have to return Mr. Clairefond $\frac{1}{2}\%$ extra; that is to say a gross commission of $1\frac{3}{4}\%$. If you do not care to do that business, or have any difficulty in negotiating such drafts, we are prepared to act as intermediary. In this case the business would have to go through London in usual way, with $1\frac{3}{4}\%$ commission, you drawing on us at sight under discount, and we making our own arrangements regarding the delcredere.

BUSINESS. Unfortunately no fresh business has resulted but we assure you that no efforts are being spared on our part to develop the business with you as rapidly as possible.

We remain, dear Sirs,

Yours faithfully,