

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 1st February, 1917.

Mr. D.L.Lacombe,

RIO DE JANEIRO.

Recd 9/4/17

Dear Mr. Lacombe,

I wrote you last on the 19th December and received meanwhile your valued favor of the 17th December for which I thank you very much.

ALEXANDRIA. So far we have had no luck which we put down chiefly to the lack of freight-room. If we should not be able to get on with Messrs. Sachs, we shall certainly approach Mr. Nefussi

BEANS. We are pleased that the business has assumed such handsome dimensions and I sincerely trust that Messrs. Jessouroun have financially done well over it. Unfortunately, we are rather handicapped through lack of samples owing to the "CARNARVONSHIRE" types having, by mistake, been sent to Havre. We are doing all we can to get the types back to England and a special application for a licence has been made to the French Government, but so far the licence has not been granted.

That mistake with the 1500 bags sale No.196, is rather awkward. We are doing all we can, but we fear that a slight loss is unavoidable.

HAVRE. According to our experience, Havre merchants and agents are habitually given to grumbling and you need not take too much notice of such letters from Mr. Gattiker. He is naturally

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

keen to do a very large business and it is but human that an agent, especially when his commission is guaranteed by an European house, should, in the first place, try to make very big commissions, placing the interest of the sellers in the second line only. You can impress upon Messrs. Jessouroun that our first endeavour is always to study their interest. We do not want to persuade them into any business which does not show them a fair profit. This endeavour is the reason why we ask them to allow us to exercise full control over the business and look upon our sub-agents as our correspondents only. All correspondence, samples, etc., should therefore be passed through London. We carefully examine every sample personally and in case of arbitration, our greatest care ^{is} to see that your interest is protected in every respect and particularly ^{as regards} ~~in~~ the samples placed before the arbitration. You can imagine what importance we attach to the big reference tins always being sent to us direct without delay.

SOUTH AFRICA. We are not married to Mr. Greene and if you should accidentally come across a better man, please let us know. You know that the best agents are often obtained by accident; but Mr. Greene is quite right, your coloured samples 59/62 do not show well. Your competitors have more attractive types and it is of the greatest importance that you should, at your earliest convenience make up a fresh set of colored types of a more attractive appearance. From your personal experience with other shippers like Pinto and

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

Ornstein, you know better than anybody else what is required. We should like very much to do a large, regular business for you in South Africa. Please give this business your particular attention.

HOLLAND. We are pleased to learn that soon Santos will also get an allowance of 250 bags for each steamer.

COMMISSION. As regards commission, we are satisfied for ourselves with the net amount except for those places where the sub-agents ^{will be} ~~return is~~ on the gross amount. Please arrange this little matter for us.

MANIOCA. The reports from France and England are not encouraging. The quality is not considered suitable for human consumption in these countries, but we think this is a mere prejudice. In the meantime, we have managed to interest a large Anglo-Swedish merchant and hope before long to receive a trial order for shipment to Sweden. Could you perhaps arrange to let us have of the Especial a bag, so as to enable us to make larger trials. You must admit that it is difficult to introduce a new article on basis of 3 small post-samples.

LARD. If prices should not be too high, we certainly hope to do a nice business.

DRAFTS IN FOREIGN CURRENCY PAYABLE LONDON. Please speak to your bankers about this matter again. We have fully explained to you that London drawees are always prepared to pay, either by an approved bankers cheque or in sterling at the exchange of the day.

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This method of payment is fully as good as confirmed banker's credit on Paris or Genoa, and we cannot see how the bankers on your side can possibly make an appreciable difference in the exchange. The only difference would be interest for the time of transit of the cheque from London to Paris or Genoa and this is a matter of a few days only.

The business year 1916 was perhaps not quite so good for Messrs. Jessouroun as the previous year, but ^I ~~we~~ can assure you that I have done what I could. Of course, the stoppage of the business with Scandinavia and Russia has made an enormous difference, but as soon as these markets are open again, you will see a great improvement. The great thing is that Messrs. Jessouroun should continue to ship well. They cannot give sufficient attention to the quality of their shipments and we must ask you to keep on impressing this upon them. I have great hopes for the business after the war. My ambition is to contribute my share towards gaining for them ^{for them} a place amongst the favorite first-class shippers. I should be pleased to hear from you, ^{what} privately, ~~if~~ the financial result during the last year has been. Anyhow, I cannot see how they could have lost money over our business.

Being very busy, I have had no time so far to make up your account, but hope to make you a cable transfer in a day or two. As far as I can see, the amount will be moderate, as many transactions had to be cut very fine and in accordance with your kind permission which you gave me, I have exercised my discretion and sacrificed

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your quota where business would have been impossible otherwise;
but of course, all provisional sales for Sweden include 3d to you.
I do hope that shipment will be possible, in which case, I trust
to be able to send you larger returns again before long, but even
as it stands, the returns which we have made you since Messrs.
Jessouroun started business, ^{represents} ~~realises~~ quite a handsome pocket
money.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly,

H. P. Lobenhoffer