

HL/T

SCHOEBERLEIN & LOBENHOFFER,

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CODES:

BENTLEY'S.  
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*Market Buildings,  
29. Mincing Lane,  
London, E.C. 3.*

27th. April 1927.

Mr. D. L. Lacombe,

RIO DE JANEIRO;

Dear Mr. Lacombe,

I have returned safely.

You can imagine that I had my hands pretty full on my return and it was quite impossible to write to you earlier. In the first place let me thank you and your family once more for the kind reception which you have extended to me. It has been a true pleasure to me to work with you and be with you during my stay at Rio.

Please tell Mario that I have arranged the credit with the Bank of London & South America for him. London is mailing to-day the necessary authority to Mr. Ford, Sao Paulo. The credit is for 50 Contos as arranged against Penhores Mercantil &/or Railway Bills of Lading, and all further particulars can be arranged between Mr. Ford & Mario. I suggest that Mario calls on Mr. Ford during his next visit to Sao Paulo. I am in great hopes to do a satisfactory business with Mario and if he follows my suggestion and consigns good quality to Antwerp I have no doubt that we shall be able to realise handsome profits for him. You can tell him

London, E.C. 27.4.27.

Leaf 2.

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

that we shall remit him his share of the profit immediately on sale.

According to figures that Mario has given me the purchases in the Interior can be effected @ a very low price, so that there should be a considerable margin of profit which we would naturally like to see go in his pocket instead of the pockets of middlemen. If this business is handled by Mario in the right way, of which I have no doubt, and if he confines himself to good qualities we could work up for him a very fine business, which, in course of time, should assume very big dimensions.

GOMES. As promised we devote our special attention to their business and if so far we have not succeeded it is not the fault of Messrs. Gomes nor ourselves. Enclosed I hand you an original memo from Mr. Hunter showing you what competitors are doing. I really do not understand how they can manage it unless they simply gamble, but gamblers as a rule come to a bad end, meanwhile their competition is very annoying indeed.

Enclosed draft of a circular letter which we are sending to our various correspondents and which shows you how we crack you up.

Please give my best regards to Messrs. Gomes and assure them that I will do all that is humanly possible to work up for them a really fine & lucrative business.

I am, dear Mr. Lacombe,

Yours very truly,

H. P. Lobenhoff