

HL/T

SCHOEBERLEIN & LOBENHOFFER,

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CODES:

BENTLEYS.
A.B.C. 5TH EDITION.
LIEBERS.
PRIVATE.

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

28th. June 1927.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

Since writing you last on the 16th. inst.
I have received yours of the 30th. ult. & 1st. inst.

MARIO. Please let me know as soon as he is
fit to go back to Chavantes to start the Parana business. I am
very keen on developing this business and I repeat if it is
handled the right way by Mario we should be able to do a very
large business and put considerable profits into Mario's way.
The thing is well worth a special effort on the part of Mario,
in fact as far as I can see this kind of business ^{has} ~~is~~ a great
future.

ORNSTEIN. It would certainly be a very
good thing for the whole of the Trade if he were to forfeit
for the future that unfair special freight rebate which enabled
him to undersell others so persistently.

REIS & CO. LTD. We should very much
like to have their agency, but we repeat we are determined to
devote our special efforts to the business with Gomes. Please
let me know whether Messrs. Gomes have now arranged for their own

London, E.C. 28.6.27

Leaf 2.

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

Stores in Rio together with Mr. Soares. This appears to me a very important matter as I do not see how a really large Export Trade can be carried on without shippers having their own Store so as to avoid the expense of preparing the coffee in other Stores.

BANK OF LONDON & SOUTH AMERICA LTD. Mr. Caley, the Head ^{Manager} ~~Manager~~, suggested to me in private conversation some time ago, three months drafts direct on us. We did not ask for it it was their own suggestion, and as this might at times come in useful and even enable us to do business which otherwise we could not push through, I have accepted the suggestion and they have authorised their various Brazilian Branches to accept 90 days drafts on us at exactly the same rate as drafts on the leading Bankers.

MR. ARTHUR GOMES. I am very sorry to hear that he has not been well. Please give him my kindest regards.

With best saudades to you and your family,

I remain,

yours very truly,

A. F. Lobenhoff