

HL/T

SCHOEBERLEIN & LOBENHOFFER,

TELEGRAMS: PELOPIDAS, FEN, LONDON.

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CODES:

BENTLEY'S.
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LIEBERS.
PRIVATE.

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

17th. December 1931.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

	D.L.L.		
Recebido 4. 1. 32			
Respondido 9. 3. 32			

I wrote you last on the 11th. ult.

The object of the present lines is to wish you and your family a very happy and prosperous New Year. We wish you in the first place health and in the second place good business.

The prospects of business with the Companhia are fairly bright if only they would support us with competitive offers. Of late this has not been the case, we have always been cut out by competitors. To-day, for instance, we are told that Ornstein offers No. 7 @ 48/- including commission, whereas the equivalent of your to-day's offer is nearly 52/-. This has repeatedly happened of late.

In some cases the difference between the prices have been even larger, amounting to almost a Dollar. The cheapest seller is Ornstein, and we wonder whether he has perhaps a preference, either in the shape of Government consignments or exemption from Export Taxes; anyhow there must be some such reason

Leaf 2.

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

otherwise the great differences in price could not be explained.

I assure you and Mr. Machado that no effort will be spared on our part to increase the business for the Companhia, but this can only be possible if the Companhia supports us with really competitive offers, otherwise all our efforts are in vain.

I remain, dear Mr. Lacombe,

Yours very truly,

H. P. Lobenhoffer

KENT