

HL/T

SCHOEBERLEIN & LOBENHOFFER,

TELEGRAMS: PELOPIDAS, FEN, LONDON.

TELEPHONE: N° 6321 ROYAL.

CODES:

BENTLEY'S.
A.B.C. 5TH EDITION.
LIEBERS.
PRIVATE.

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

14th. January 1932.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

COMMISSION ON TRIESTE BUSINESS RESULTING
FROM DIRECT CABLES.

We have had great difficulty as our Brokers absolutely refused to agree to the deduction of the freight before making up the commission. As it is true that deduction of freight is against the general rule, we were obliged to give way and as we had already cut the commission very fine indeed this is a serious loss to us. We are now sending a debit note to the Companhia and would thank you to see that we receive credit. We are sure that you will put the matter through as you yourself admitted a little while ago that no other correspondent has agreed to such a low rate as $1\frac{1}{2}\%$ out of which we have to pay the cost of the cables.

We are sorry that we could not get on for the Companhia of late as your prices were decidedly too high. We were trying very hard and sacrificing even our commission, just in order to do the business, but even so we were cut out by competitors

Even small outside Firms are offering fully

London, E.C. 14.1.32.

Leaf 2.

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

25 - 30 cents per bag below your prices.

Please see to it that we always receive the lowest prices otherwise we shall not be able to develop the business as we would like to.

Trusting that you are in good health, I remain, dear Mr. Lacombe,

Yours very truly,

H. P. Lobenhoffer