

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3. 5th September,
1917.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

Since writing you last on the 16th August, I received your valued favor of the 21st July and was very sorry to learn that you had undergone such a long illness. I however hope that you are now entirely restored to health.

Glad to hear that Messrs. Jessouroun have had another satisfactory business year enabling them to add again to their working capital. Unless something quite unforeseen happens, the balance for this business year should turn out not only satisfactory but really splendid and should raise Messrs. Jessouroun's capital to a very handsome figure. Without boasting, I think I am justified in adding that we have contributed our full share towards this result and that there are few Firms in Europe who would have done for Messrs. Jessouroun what we have done. I can assure you that we have incurred at times, heavy sacrifices in order to protect Messrs. Jessouroun from losses. Mr. Vidal does not seem to appreciate our efforts, judging from the enclosed letter to which we replied as per attached copy. I must confess I did not expect such a remark which is uncalled for and wholly undeserved.

ARBITRATION 7,000 BAGS "DUPLIX". This is a bad business. How is it that Santos neglected to send samples and certificates and did not mark the various series? Can you give me any explanation?

London, E.C.3. 5/9/1917.

Leaf 2.

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

The arbitration has not taken place yet and we are doing all we can to protect shippers, but the average sample drawn in Havre shows very low and heavily damaged quality. Unless the umpire decides in our favor on a minor technical point which we have raised, we fear there will be a heavy allowance.

WEIGHT LARD. There is a fine old row about the weight; buyers naturally expected to receive tins weighing 60 Kilos net and not gross for net. You remember you offered us cases of 60 Kilos net; moreover, you cabled that the lard was packed into tins of $2\frac{1}{2}$ Kilos and now they turn out 2 Kilo tins. It will be no easy matter to pacify buyers.

ILLUSTRATED LONDON NEWS AND STRAND MAGAZINE. In accordance with your request we are renewing your subscription.

BUSINESS SCANDINAVIA. Norwegian buyers seem to have great difficulty in obtaining the Grocers' guarantees for fresh business, the Society giving preference to old orders. This is the reason why one or two of your neighbours have obtained numbers and freight-room for such large quantities. They are simply old orders booked many months ago and I do not think sellers are making a fortune out of these transactions. As regards Denmark, Santos has quite a number of orders on the books for which the Guild Numbers have been furnished but evidently freight-room is difficult to obtain. As to Sweden and Finland via Sweden, we cannot emphasize strongly enough that it is very uncertain when shipment will be

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Leaf 3.

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

allowed. At present the political situation in this corner of our globe does not look very bright and Messrs. Jessouroun must reckon with the possibility that these orders may have to be cancelled for reasons of "force majeure". Of course, we are doing everything that is possible to protect shippers' interests in the matter of carrying charges, freight reservations, etc. You will remember that I urged Messrs. Jessouroun to treat these provisional orders as short sales and if they have followed our advice there is a prospect of eventually making a handsome profit on these transactions. What with the size of the present crop and the impossibility to ship it freely, we think the fob.prices on your side are bound to go gradually lower, unless there should be indications of an early peace. At present there is no such prospect.

CODES. It may interest you to hear that I am using my spare time to compile new Codes for Rio as well as Santos, consisting of a Numbral Code, Quotation Code and Renewal Code. As model, I have taken Messrs. Oscar Marques' old code, which you remember, worked fairly well. I hope these Codes will find your approval.

With kindest regards,

I am, Dear Mr. Lacombe,

Yours very truly,

D. P. Lobenhoffer