

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3. 22nd January,
1918.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

Just a line to thank you for your letter of the 25th November, 1917, which has greatly interested me.

I am very glad to hear that the financial result obtained by messrs. Jessouroun has been found satisfactory.

PHOTOGRAPHS. We shall let you have the photos as soon as possible. As you know, under the present censor regulations, it is practically impossible to send photos.

FREIGHT-ROOM S/S "SAMARA". We have written in a suitable way to Messrs. Marius & Levy, leaving it to their discretion to make representations to the Steamship Company or not, but in any case to arrange matters in such a way that the steamship agent in your port will not be prejudiced against you.

PARA. We should be pleased to work the offers of your friend and are now awaiting his letter.

PRESERVED MEAT. The Carne secca and sausages do not seem to be suitable for these markets. As regards bacon, a trade could be developed if we get over the difficulty of packing and danger of deterioration during the journey. We have distributed the samples freely, but must confess that our buyers, as well as we, do not quite know what to make of the Carne secca. We presume

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Mr. D. L. Lacombe, Rio.

that this is borax-cured and sun-dried beef and by some of our friends we are told that it should be eaten raw. Experiments have been made with boiling and braising, ^{but} these experiments have not been satisfactory. You may perhaps smile at our ignorance, but really I should be very much obliged to you if you would let us know how this class of meat is consumed in the Brazils.

as regards the sausages, our customers hold that they are not sausages, but simply very fat cooked bacon stuffed into sausage skins. These sausages have been warmed up, fried and boiled, but the result was anything but satisfactory. On the other hand, they have been found fairly good eaten as they are, cut into very thin slices. However, for the English taste, they are rather too rich (too fat).

FROZEN MEAT. We have written fully in our to-day's official letter to Rio. I must confess that personally, I am rather nervous about this meat business and have been made more nervous still by our buyers. We are naturally prepared to do all we can to work up this business for Messrs. Jessouroun, but I would urge Messrs. Jessouroun to carefully consider the matter before taking this business up; unless run on absolutely scientific and safe lines, the danger of very great losses is enormous. Don't you think it would be better if they were to confine themselves to business in coffee, agricultural produce, lard and oil and leave the

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business in meat, which entails such great dangers, to others?
Please think the matter over and let me have your opinion.

MANDIOC. We hope to be able to sell the first 2,000 bags by the s/s "WAIMANA" during the next few days and hope that a regular business in this commodity will be possible. Of course, most of these Brazilian commodities are new to the European markets and it takes a considerable time to introduce them.

SOUTH AFRICA. I was as disappointed as you, but you know from your own experience how difficult the South African business is. It would certainly be a very good thing if you could make up your mind to pay a personal visit to South Africa and look up Mr. Greene and in case you come to the conclusion that Mr. Greene is not the right man, you might perhaps look out for another agent. Perhaps you could come to an arrangement in our name with Mr. Hochschild? I am prepared to leave the matter entirely to you, knowing that our interests are quite safe in your hands.

Enclosed commission note and statement of account. The small amount of:-

£73. 4. 5. will be paid to the London & Brazilian Bank in the usual way. I am sorry that the quota is this time so very small, but I trust that before long we shall be able to undertake ~~the~~ coffee shipments to Neutral countries again, enabling us to send you larger commission notes.

London, E.C.3. 22/1/1918.

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~~MESSRS.~~ Mr. D. L. Lacombe, Rio.

Trusting you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly,

P.S. Will you kindly assure Messrs. Jessouroun that everything will be done in our power to expedite the shipment of the Beans sold to the Wheat Commission? I have personally had several private interviews and can assure you that no stone will be left unturned in order to assist you. We quite understand that this business locks up ^{a great part of} all Messrs. Jessouroun's funds and we offered you privately financial assistance through the medium of our bankers, Martin's Bank Ltd, in case this should be required. I must say I note with great satisfaction that this offer has not been accepted as this is the surest proof of the splendid financial position of the firm. Unless the partners have withdrawn funds, the capital represented by the accumulated profits alone should be by now a very handsome one.