

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3. 5th February,
1918.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

My dear Mr. Lacombe,

I wrote you last on the 22nd ult., and received your cable as per enclosed copy. In reply, I can assure you that I am doing my very utmost to place the 6,000 cases, but we are encountering great difficulties. As you know from our official correspondence, there is a serious discrepancy in the percentage of water and buyers are using very strong language. Personally, we do not understand the new French and Swiss regulation, but still it is no use kicking against accomplished facts.

Of course we all have to learn by experience and very often we have to pay for our experience. You have no idea of the trouble I am having with the shipments by the s/s "DRYDEN" and the "PIRANGY", but you can count on me; I am doing what I can to smoothe matters over. However, if we wish to continue the business, we must introduce the new clause which I proposed in our letter to Santos to-day and if buyer will not accept this clause, then I say "hands off"; we should only have trouble and annoyance.

I think Messrs. Jessouroun ought to be satisfied with the volume of business put before them since the beginning of January. I can tell you I have worked very hard. Do not forget that in every European business the staff is greatly

London, E.C. 3. 5/2/1918.

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

depleted and the strain placed on us is very great indeed.
However, we must hope that this unfortunate war will terminate
soon and that the conditions will then become easier in ~~this~~ *every*
respect.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

yours very truly,

A. P. Lobenhoffer