

SCHOEBERLEIN & LOBENHOFFER
LONDON.

Market Buildings,
29 Mincing Lane,

TELEGRAMS:
PELOPIDAS, LONDON.

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

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

We have had to-day an enquiry about Messrs. Jessouroun from the A. O. Andersen Trading Co., Ltd. New York. We presume that you have entered into correspondence with this concern for shipments to the States only.

I have taken the liberty of mentioning this fact privately to you because this firm has also an office in Copenhagen and it is possible that a former sub-agent of ours, with whom we have severed connections, may try and do business through this concern, for shipment to Europe.

It goes without saying that Messrs. Jessouroun would absolutely refuse to sell to New York firms, coffee to be shipped direct to Europe; not that we would fear this competition, but it would make an exceedingly bad impression on buyers if Messrs. Jessouroun's offers were circulated through various channels and Messrs. Jessouroun's business might be considerably prejudiced thereby.

According to our written agreement, the whole of Europe, with the exception of the one or two markets which Mr. Vidal Jessouroun has reserved for himself, must be considered as our exclusive sphere of action.

We remain, dear Mr. Lacombe,
yours very truly,
Belmont & Lobenhoffer

3. 22nd February,
1918.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

We have had to-day an enquiry about Messrs. Jessouroun from the A. O. Andersen Trading Co., Ltd. New York. We presume that you have entered into correspondence with this concern for shipments to the states only.

I have taken the liberty of mentioning this fact privately to you because this firm has also an office in Copenhagen and it is possible that a former sub-agent of ours, with whom we have severed connections, may try and do business through this concern, for shipment to Europe.

It goes without saying that Messrs. Jessouroun would absolutely refuse to sell to New York firms, coffee to be shipped direct to Europe; not that we would fear this competition, but it would make an exceedingly bad impression on buyers if Messrs. Jessouroun's offers were circulated through various channels and Messrs. Jessouroun's business might be considerably prejudiced thereby.

According to our written agreement, the whole of Europe, with the exception of the one or two markets which Mr. Vidal Jessouroun has reserved for himself, must be considered as our exclusive sphere of action.

We remain, dear Mr. Lacombe,
Yours very truly,