

Rio de Janeiro, 17th March 1918.

Dear Mr Lobenhoffer.

I have not written for some time, having been rather pressed and then I took a chance of getting a good holiday, which I have not had for many years, and I went to S. Paulo, Campinas, etc and am just back now having left middle of February. Your valued favors of November 8, December 13 reached me in February just before my departure and on return I found yours of January 22, all of which had my very best attentions to Beans.

The delay of the steamers to take the sales effected has not caused some inconvenience, but if now you can manage to get the ship put off until new crop comes down, buyers will be better served, and can sell what we have in store in Santos.

As far as could go in S. Paulo, the crops of beans and maize are very beautiful and if nothing springs up, it will be a very large crop. Largest Brazil has ~~XXXXXX~~ ever seen.

I have called on the British Chamber of Commerce and I think certificates can be obtained, but they will be rather expensive on account of the experts who charge about Rs. 100,000 each, but certificate is for Maize.

Prices are low but there is nothing to be done in this article - cause, maize from Brazil gets weeviled very rapidly and would not stand the voyage.

Lard.

This article has caused us a great deal of worry and expense also.

I do hope that by July
You will advise us what can be shipped.

Financial situation.

I must say that the position of Messrs Jessouroun is very good &
you will remember that the capital at the start was about 250 contos
~~London n.s. 17/3/18.~~
and it has been raised to 1.000 contos, and the rolling capital is lar

ger, because the partners do not retire the profits.
We initiated our purchases with a ~~manufacturer~~ which seemed ve-
ry respectable in every way, and all the first shipments for Marius & E.
Levy were bought from him, and no complaints coming along we increased
our business with him, but bought largely from Porto Alegre, where the
best ~~lard~~ is manufactured and the Governement of the State of Rio
Grande do Sul will not allow any lard with more than 4% ~~wt~~ of water
to be sent out of the state. This has proved correct according to
what Vidal cables that Crivellard's lard is good, that is mark Ancora
and you will see from certificates that there are many good marks.

Only the Municipal Laboratory takes a long time to deliver the
certificates, which cost about £.5. each. We have already 3 in our offi-
ces and await the rest to send them on and you will have got those from
Santos, which refer to same marks.

I sincerely hope that Mr Vidal and you will be able to come to sa-
me arrangement and settle this disagreeable incident, with as a small
loss as possible.

Sweden.

I do hope that by July shipments to Sweden will be permitted and
You will advise us what can be shipped.

Financial situation.

I must say that the position of Messrs Jessouroun is very good &
you will remember that the capital at the start was about 250 contos
and it has been raised to 1.000 contos, and the rolling capital is lar-
ger, because the partners do not retire the profits.

Londres n.3. 17/3/18.

This ~~xxxxxx~~ season has not been so profitable owing to the duties of shipments, but even so the profits are fair.

Your sale of Tapioca.

I will do all I can to get the business through without loss.

Beans.- Mandioca.

Strictly confidential. Norton Megay has done a large turnover and naturally he has managed to get the room in the steamers as he has the consignments of the steamers, and the same happens in Santos with Hampe, but it is only for your information that I mention this, because it would not do for Norton to know that I have mentioned this, as it would cause us any amount of inconvenience here and in Santos.

In Steamer n. 2 I hear that Norton has shipped large blocks of mandioca flours and we could not get any room for your 15.000 bags, but he has the promise that some room will be allotted to us early next week.

France.

The Agents of the french lines inform us that they cannot take lard, at present, and for the Guaratuba, only starch, tapioca and beans are to be shipped. As they hope to get a steamer or two next month let us hope that we will be able to ship all our flour.

Frozen meat.

We will not touch this article, and our idea when cabling you was to get an idea how this business is worked, and the friend who proposed it to us, will I believe not ship but sell here.

London n.4. 17/3/18.

South Africa.

This steamer Tokushima Maru took a better shipment and let hope it will increase gradually. I was ~~absent~~ when this shipment was affected, but Mr Jessouroun assures me it was in good order.

Jessouroun.

I wish to mention that they are perfectly aware that the large part of their success is due to your assistance and will never forget it, and I always mention it.

Sailer.

The steamers being so scarce, we have ~~not~~ enquired if there would be any chance of business by sailer to Havre or Marseille for Swiss bales and await your reply, although I am afraid that the rate of insurance may be a great impediment.

Coffee.

Stocks in Santos are above 6.000.000 Bs and Rio is about ~~xx~~ 750.000 Bs. the burden is too large for Brazilian resources and the planters want the Government to buy 2.000.000 bs more now and the same quantity next crop, you can well imagine 10.000.000 Bs here in S. Paulo alone. I am afraid of coffee and even if peace should spring on us, the prices could advance much for the want of steamers.

Next crop in my opinion is about 9 1/2 santos and 3 millions Rio with about 900.000 Victoria and Bahia, and that should be more ~~xx~~ than the requirements.

I hope Mr Schoeberlein is well and with best regards for him and yourself,

I remain, Dear Mr Lobenhoffer,

Yours very sincerely,