

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

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

Mr. D. L. Lacombe,

RIO DE JANEIRO.

My dear Mr. Lacombe,

Since writing you last on the 22nd ult., I received your valued favor of the 26th January and thank you very much for your information.

From the official correspondence, I notice that you have, in the meantime, taken a short holiday and I hope that you have benefited by the change.

BEANS. I am doing all I can to obtain the extension of shipment. We presume that you would have the opportunity of selling the beans now in stock at a remunerative figure and replace them by good quality new crop.

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SHIPMENT TO DALNY. We have made enquiries and ~~if~~ there is no doubt that the business is for the Japanese Government. Very likely the business has been transacted in your market through the Legation.

SOUTH AFRICA. I am pleased to hear that Mr. Jacques is thinking of going himself; that would be a splendid thing! The new types have at last reached us and I must say that some of them, in particular type 50, are very satisfactory. I hope that before long business with South Africa will become more regular.

MEAT. As regards Frozen Meat, I understand all business must be done with the Government as only the Government can furnish

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freight-room in refrigerators. I have been given to understand that it is exceedingly difficult to participate in this business; on the other hand, I hope that we shall be able to gradually come to a satisfactory business in canned meats. I refer you in this matter to our to-day's official letter.

COMPETITION. Our good friends, Messrs. Hard & Rand, tell me that we shall soon have a new competitor. It appears that Hard & Rand's manager, a Mr. Cox, has decided to start business in Rio for his own account. I am told that he is financed by Mr. Wright of Michaelson Wright & Co.

Owing to the manifold restrictions and the uncertainty of obtaining tonnage business is extremely difficult, and considering the large number of unshipped orders on our books, we hesitate to book further sales until at least part of the old orders are shipped off. I have no doubt that you are of the same opinion. You can assure Messrs. Jessouroun that I shall continue to do my best for them and considering the very trying times, I think I am justified in adding that we have not done so very badly. The financial result obtained by Messrs. Jessouroun last year ought to have been simply brilliant and they ought to have been in a position to increase their previous working capital very handsomely. Of course, as long as this unfortunate war lasts, business will continue to be very difficult and unforeseen and unforeseeable complications are certain to arise now and then. This cannot

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be avoided, but after re-establishment of peace, we ought to be able to do much better still than we are doing at present. The great thing is that we continue to absolutely understand each other and that messrs. Jessouroun should continue to follow a policy of caution and direct their first attention to good shipments. Let us establish a reputation of quality shippers and a permanent success is absolutely certain. I should very much like to hear from you privately the financial result of messrs. Jessouroun's last year's trading.

DIFFERENCES LARD. The attitude taken up by messrs. Jessouroun's Rio office is absolutely wrong. Mr. Vidal will confirm you that. You have no idea ~~of~~ what enormous trouble I have had with some of the Lard shipments; in fact, you have, in so many words, been accused of fraud. Of course I have done all I can to protect you and brought home to buyers and their representatives that you were simply defrauded by the manufacturers. You know as well as we do that pure Lard should be free from moisture and a small percentage would not have mattered, but if it comes to 15% of added water, the manufacturer cannot possibly pretend any longer that this is necessary for preservation of the goods owing to the climatic conditions. This is simply an excuse ~~of~~ and a very bad one. This high percentage of water was added for the sole reason of increasing the weight. The arbitration of the 1400

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cases ex "PIRANGY" will be settled early next week and I can only hope that the allowance which we shall have to pay will not be too formidable. I shall cable you the result as soon as possible.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly,

Maximilian Schuberger