

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3. 23rd August, 1918.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

My dear Mr. Lacombe,

I duly received your favor of the 23rd June which reached London only after a long delay.

I was very sorry to hear of the death of your Father and wish to assure you of my heartfelt sympathy.

I could certainly see that some of the cables and letters sent by Messrs. Jessouroun were due to acute attacks of "nerves", but you can assure Messrs. Jessouroun that we have done our best, but that it is absolutely impossible for one firm to monopolise the trade. The sale of 10,000 bags which Mello made to Kuhn is a riddle to us. We do not believe that they were sold to Switzerland unless Kuhn & Co., had old blank sales on their books which they had to ship regardless of price. We now hear from Switzerland that the "VICTORIA" was despatched without obtaining the necessary British and French licenses and there might be interesting developments.

Your experience with the Ravitaillement gives you an idea of the difficulty which we experience with the various official bodies. We must say that the Buying Committees in this country have always been very reasonable and very fair. The Government buying here is done on very sensible businesslike

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Mr. D. L. Lacombe, Rio.

lines and personal influence is not considered at all, but we have the feeling that the official purchases in other countries are not conducted on the same principles of fairness. This applies especially to neutral countries and will explain to you why on several occasions we failed to pull off for you a share of the orders.

We are glad that Messrs. Jessouroun have not broken with our old friend, Mr. Oscar Marques. I can well realise that the loss of Mr. Marques' services would have greatly prejudiced Messrs. Jessouroun's business.

In compliance with the request by Messrs. Jessouroun's Santos office, we have arranged financial accomodation for 20,000 bags Beans and 5,000 bags Mandioca and we hope that shipment will be possible before the drafts mature.

Personally speaking I do not think we ought to cater for further large orders until at least a great part of the orders which we have now on our books ⁶ have been shipped.

COFFEE CROP NEWS. I thank you very much for your interesting figures. To-day we also had a letter from Santos on the subject of the frost. This report has made a great impression on ourselves and our friends, but in spite of these reports our most experienced experts remain sceptical and prefer to wait until the period of flowering is over.

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Mr. D. L. Lacombe, Rio.

SWITZERLAND. I have taken the liberty of cabling you as per enclosure. Our agents in Switzerland were very much annoyed to encounter quotations coming from Marseilles on a very much lower basis than our quotations, in fact, they were considerably below the prices which you gave us free of commission. We have likewise written to Mr. Vidal in the matter and have no doubt that you, as well as Mr. Vidal, will have taken steps to stop these offers and quotations which no doubt come from some of your Marseilles buyers. We have taken immense trouble and have gone to great expense to introduce Messrs. Jessouroun in Switzerland. Switzerland is clearly in our sphere of action and Marseilles should not poach on our preserves. Moreover, it is absolutely necessary in the interest of Messrs. Jessouroun themselves that each market should be worked through one channel only. Plural control over one market only leads to unpleasantness and the prices are bound to suffer thereby. You will have to admit that the prices which we have realised for you from Switzerland, especially for Mandioca, have been splendid, but if Marseilles tries to ~~x~~ cut in by quoting lower prices, it is natural that buyers will refuse to pay the present prices and business will have to be done on a lower basis with a continually dwindling margin of profit to your goodselves. Honestly speaking, I ~~do~~ not think that Marseilles would do such a thing

London, E.C. 3. 23/8/1918.

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Mr. D. L. Lacombe, Rio.

and I now await Messrs. Jessouroun's and Mr. Vidal's explanation. If Messrs. Jessouroun wish us to continue to work for them as hard as ~~hitherto~~ we have worked hitherto, we must be absolutely certain of the sphere of action which has been guaranteed to us under the agreement.

I am glad to hear that the financial result of last year's trading has again been very satisfactory, enabling Messrs. Jessouroun to further increase their working capital by a respectable figure. I hope that the present business year will also be satisfactory in spite of the ever-increasing difficulty to obtain the necessary tonnage. You can assure Messrs. Jessouroun that we shall continue to look after their interests in every respect and that we do not aim at a big turnover only but we are anxious that all business which we put before you should be remunerative and as safe as human foresight can make it.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly,

Schoeberlein Lobenoffer