

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C.3. 3rd October, 1918

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Recd 17/10/18

Dear Mr. Lacombe,

Being very busy, I have had no time to write to you lately.

ANDRE & CIE., AND GERSONY. I feel certain it is owing to your intervention that Mr. Vidal has refused to enter into correspondence with these two concerns. As regards Mr. Gersony, we can only warn Messrs. Jessouroun to have nothing to do with him. I understand he is causing no end of trouble to practically all his correspondents and his telegrams and letters should not be taken seriously. I have the feeling that business with him would sooner or later end in a serious loss.

As regards Messrs. André & Cie., we are making careful enquiries. We are not quite clear as to their position and I cannot understand how they can possibly get S.S.S. permits for such quantities, whereas the various agents in Switzerland report that it has been decided not to import Bean flours, but to import the whole Beans only to be milled in Switzerland, as the import duty on flour is much higher than the whole beans. Of course we have at once communicated direct with Messrs. André and made special proposals and I am curious to see whether business will result.

You know that our first endeavour is to put only

London, E.C₃. 3/10/1918.

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Mr. D. L. Lacombe, Rio.

safe and remunerative business before Messrs. Jessouroun. I feel certain that you and Messrs. Jessouroun will agree with me that quantity is not everything. You can have no idea as to the circumspection which is necessary on our part in order to afford to Messrs. Jessouroun the necessary security. It may be that now and then we could do a larger business, but what good would this be to Messrs. Jessouroun if it would result in a loss? You can assure Messrs. Jessouroun that I shall continue to watch over their interests to the best of my ability. I do not ~~see~~ ^{think} they have any reason to complain about the volume as well as the quality of the business which we have put before them. In order to obtain the best possible result, it is absolutely necessary that there should be unity of control and it is for this reason and not for the sake of our own commission that we have insisted and must continue to insist on Mr. Vidal referring all buyers in our sphere of action to us. It is inevitable that the prices ^{would} ~~will~~ suffer *if the same market be worked through too channels*

I have had no time of late to make up your account, but I shall do so on the very best opportunity and let you have a remittance as promptly as possible.

Please assure Messrs. Jessouroun that they can count on us and that we have every hope that the business year 1918 will be a record year for them as regards volume of trade as well as the financial result.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly

Schoeberlein & Lobenoffer