

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3. 20th December,
1918.

Mr. D.L.Lacombe,

RIO DE JANEIRO.

Recd 9/3/19

Dear Mr. Lacombe,

Just a line to wish you and your family, health and happiness for the coming year. Let us be thankful that this dreadful war has come to an end! What we now want is an early, good and lasting Peace and unfettered trade.

I have reason to hope that in spite of the adverse times and the fearful handicaps under which we are labouring, Messrs. Jessouroun had a very good year and will show a satisfactory balance.

I was also sorry to hear that some of the coffee sales were not covered and set immediately to work to cancel as many sales as I could. As you know, I met with a moderate amount of success although I could not cancel as many contracts as I wished. We went carefully over every contract and wherever we found the slightest irregularity on the part of buyers, we gave notice of cancellation without indemnity; but of course a contract is a contract and it would be very bad policy to jeopardise our joint reputation for the sake of a momentary gain. You can have no conception of the immense amount of labour it has caused us to introduce Messrs. Jessouroun and ^{my} orders which we receive are purely confidential orders. Let this confidence on the part of our buyers once be shaken and

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Mr. D.L.Lacombe, Rio.

Goodbye to business! I consequently went as far as I dared but no further. In one or two cases we were even threatened with law suits, but even in the cases where we could not cancel, I managed to squeeze out carrying charges from date of purchase to time of shipment at a very satisfactory rate.

You know that my sincerest wish is for Messrs. Jessouroun to do really well over the business which we put before them. I am anxious to protect them from loss and where there are losses through unexpected and unforeseeable causes, we even go so far as to take ²part of such loss upon our shoulders. I shall shortly cable you a proposal which you can put forward at your discretion in case there should be a really serious loss on the Scandinavian coffee sales which could not be cancelled.

I have no doubt that Messrs. Jessouroun will appreciate this renewed proof of our goodwill towards them.

I had great difficulty over the sales to the Russian Trading Co., Copenhagen and the Continental Trading Co., Stockholm and in spite of all imaginable efforts on our part, I did not succeed to cancel these sales; but I have obtained from buyer carrying charges at the rate of 9d counting from 1st September, 1918, to time of shipment.

As regards the sales to Finland, we have not come to any final settlement yet. Unfortunately, communications with Finland have again been interrupted and the prohibition of

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Mr. D.L.Lacombe, Rio.

trading has not yet been withdrawn.

I hope to be able to cancel sale No.182 under any circumstances and perhaps also one or two others, but I fear that buyers will eventually enforce shipment of the remaining ~~sales~~ sales. In the meantime, the carrying charges continue and the price including the carrying charges increases every month. Let us hope that by the time shipment has to be made, the coffee market will show a different aspect.

I should be greatly obliged to you if you would let me know ⁱⁿ ~~with~~ your next letter what you think about the outlook for the next coffee crop. The reports on our side are conflicting; there are some sensational estimates in the market putting the next Santos crop as low as 4,000,000 bags, but our most experienced and oldest authorities do not believe in such low figures and think that the reports of the damage are grossly exaggerated.

Enclosed please find Statement of your Account. In the meantime you will have received the balance due to you through the London & Brazilian Bank.

It may interest you to hear that Mr. Schoeberlein had Influenza with complications and was at one time very dangerously ill. Fortunately, he has got over the crisis now and is out of danger and we hope he will be dismissed from hospital in a few weeks time. I am naturally longing to have him back in business as the strain on me at present is simply enormous.

SCHOEBERLEIN & LOBENHOFFER

London, E.C. 3. 20/12/1918.

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Mr. D.L.Lacombe, Rio.

With kindest regards,

I remain, dear Mr. Lacombe,

Yours very truly,

Maximilian Lobenhoffer