

SCHOEBERLEIN & LOBENHOFFER
LONDON.

Market Buildings,
29 Mincing Lane,

TELEGRAMS:
PELOPIDAS, LONDON.

London, E.C. 3. 11th January, 19.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

My dear Mr. Lacombe,

Since writing you last on the 20th ult., I have received your valued favors of the 17th November and 8th December for which I ~~xx~~ thank you.

I am greatly obliged to you for the interesting information which you have given me regarding the crops.

PARA NUTS. We do not think that business for shipment via Rio is possible as the goods would stand in too dear; but if your friend can make us proposals for shipment direct from Para with the necessary guarantee as to quality and at a moderate price, we are prepared to take the matter up.

UNSHIPPED SALES TO SCANDINAVIA AND FINLAND. We are still negotiating and where cancellation should be absolutely impossible, we hope to obtain for you carrying charges ~~xx~~ at a sufficiently high rate which ought to enable you to eventually cover in these sales with a margin of profit.

I am very pleased that the coffee prices on your side have gone down lately and we look to a further reduction in price before long.

You can assure Messrs. Jessouroun that we are intensively working all markets, but under the present abnormal conditions a larger business on safe lines is absolutely impossible.

London, E.C. 3: 11/1/1919Leaf ².

Mr. D.L.Lacombe, Rio.

I hope that Mr. Schoeberlein will be back in business *m* about a month's time. You can imagine that this will be a great relief to me, as the management of the whole of our business during the last four-and-half years was exclusively on my shoulders and at times the strain was very great indeed. We are of course looking forward to the pleasure of the personal acquaintance of yourself, Mr. Sion, Mr. Jacques Jessouroun and Mr. Cox. If in any way possible, either Mr. Schoeberlein or myself will pay you a personal visit this coming summer in order to talk matters over with you regarding business. We are convinced that the business between Messrs. Jessouroun and ourselves is capable of further extension, but it is an absolute necessity that we should continue to fully understand each other. Our thirty years' experience has also shown to us that in order to obtain the highest possible result, it is absolutely essential that the European business should be under one control. There are many matters which will require talking over personally, but, given a full mutual understanding, there is no reason why we should not work up together a business which ^{will} compare favorably with any other business of the same kind.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly,

