

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3 15th April, 1919.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

Since writing you last on the 4th inst., I have received your favors of the 9th and 18th March for which I thank you very much.

We have protected Messrs. Jessouroun's drafts for £20,700.- against the "IQUITOS" lard but fear that there will be trouble regarding the Certificates of Quality. However, you may be sure that the matter will have our best attention.

We were very interested to hear that Messrs. Jessouroun intend to turn their business into a limited company and are now awaiting further details. The capital of 2,000 contos appears to us quite respectable.

Thanks very much for your crop report. I should be very obliged to you if you would keep us posted as regards the outlook for the next crop. The position of coffee appears to me to be very interesting indeed.

You need take no notice of our cable No.42 to Jessouroun which was sent at Mr. Vidal's special request. You quite understand that we could not refuse to obey Mr. Vidal's instructions. I was under the impression that it was intended for the obtainment of Mr. Sion's passports. We are trying to obtain passports for

Leaf 2.

Mr. D. L. Lacombe, Rio.

a short trip to Marseilles and have already written to Mr. Vidal in the matter. We are looking forward to the pleasure of the personal acquaintance of Mr. Vidal as well as Mr. Sion and have requested Mr. Vidal under any circumstances to arrange a final conference in London as there are so many things to be threshed out. Our intention is to request Mr. Sion and Mr. Vidal to entrust us with the sole management of the business. The direct agency in Marseilles has always been a nuisance and has very often prevented us from obtaining higher prices for Messrs. Jessouroun. Messrs. Jessouroun would have no reason to be sorry for complying with our request. We shall do our part and if Jessourouns are not one of the first Brazil firms in a couple of years time it would not be our fault.

We are not in favor of opening a special office in Genoa, but consider it much better to entertain agencies in Genoa, Trieste and Naples. We have had 30 years' experience with Italy and can tell you that one has always to be very careful with Italy and even with the greatest care in the world, unpleasantness and loss are certain to occur.

COMMISSION. There must be a misunderstanding. We do not think for a moment that any agent can possibly work for $\frac{3}{4}$ or 1%. Do not forget that we have to guarantee Messrs. Jessouroun's contracts to the buyers and have to employ under any circumstances a broker in Havre to whom we have to pay a minimum of $\frac{1}{2}\%$ and

Leaf 3.

Mr. D. L. Lacombe, Rio.

sometimes 1%. Besides this we have to pay all cabling and telegraphic expenses. We have to refund, for instance, to Mr. Gattiker the cost of every cable he sends to you and every telegram he sends to London. How on earth under such circumstances could business be done with 1%? We should not only make nothing but would actually lose over the transaction. You know yourself that even before the war when everything was cheaper 2% was the customary rate.

At present I am still tied down to my desk in London and it will be some time still before I can take a holiday, but as soon as possible I certainly intend to pay you a visit.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly,

H. P. Lohmstraffer