

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C3. 30th July, 1919

Mr. D.L.Lacombe,

RIO DE JANEIRO

Dear Mr. Lacombe,

I wrote you last on the 23rd June, since when I have received your favor of the 15th June and your note of the 23rd June for which I thank you.

As regards the mistake in the shipment, we shall put the matter in order.

I must confess to some astonishment at some of the cables I received and I personally concluded that you had perhaps been absent for a holiday.

I am very pleased to hear that under the new arrangements the Rio office will be managed by your goodself and Mr. Sion. We know from experience that both of you are first-class businessmen and we feel certain of a brilliant success under your joint management.

I quite agree with you; the present coffee prices are very high and I must personally confess to some nervousness about these prices. They certainly include a large element of risk and if there should be a reaction there is certain to be trouble with some buyers. We shall consequently have to be doubly careful and circumspect as regards the choice of our buyers.

As soon as I can spare the time, I shall make up your

London, E.C₃. 30.7.1919

Leaf 2.

Mr. D. L. Lacombe, Rio.

account and send you a remittance for the brokerage due to you.

Our good friends, Messrs. Amis Swain & Co., bought some time ago from a Pelotas firm, several cases of Ox Tongues in tins. Mr. Amis bought these tongues for distribution amongst his friends and gave us also a few tins. They were absolutely excellent in taste and better than the U.S. packing. I should now esteem it a great favor if you could send us a few boxes of the very finest quality obtainable and debit our account. We presume a box contains about 24 tins. I should be greatly obliged if you could do that for us. We should use these tongues partially for our own private consumption and partially for distribution amongst our business friends. If the price should not be too high, we might perhaps work up a business in tongues.

You remember Messrs. Jessouroun sent us some time ago a few tins of various cooked meats as types. Amongst these samples, the tongues were certainly the most suitable. The boiled beef likewise was found to be very good. The corned beef was less favorably received; moreover, it is very doubtful whether we should be able to compete with Chicago as regards corned beef.

I was very pleased to have been able to send you a few orders of Rio coffee, but I am sorry that in spite of our special efforts we have not been able to do any business in Santos

Leaf 3.

Mr. D.L.Lacombe, Rio.

coffee. Mr. Cox's prices are really impossible and I must conclude that you hold no stocks in Santos considering Santos coffee too dear as compared to Rio. As far as I can see, the coffee business during this season will be exceedingly difficult.

As regards the other commodities, this is entirely a matter of price as compared with other sources of production. Given reasonable prices, we think we should be able to do a regular business in Lard.

There is also a fair prospect for Oils and Oilseeds, but the Brazilian producers must not attempt to realise 20/- more than other sources of production. This applies in particular to Castor Oil and Cotton Oil. For your guidance, I enclose Messrs. Lewis & Peat's latest price-list. Messrs. Lewis & Peat are of course known to you. This price-list speaks for itself.

COTTON. As we have written to Messrs. Jessouroun, we see an excellent chance of working up a regular business, always of course provided the prices are on a level with the United States, East India, and Egypt.

We could also do a very fine business in Maize if you can compete with the River Plate.

We presume that Messrs. Jessouroun's Santos office will be managed by Mr. Cox and Mr. Barton.

Trusting you are in good health,

I remain, dear Mr. Lacombe,
yours very truly,

Schoeberlein & Lobenoffer