

Rio de Janeiro, 9th November 1919.

Dear Mr Lobenhoffer

I must apologise very strongly for my long silence, having left so many letters from you without response, the cause has been some pressure of work at the office during the week and I feel so tired on sundays and holidays that I have taken these days for rest and social duties accompanying my wife and daughters.

I must acknowledge with thanks your remittance of £.517.10.3, and your various debits note notes are in order.

The weather has been as favorable as one could expect for the growing crop, sun and rain with intervals, which has done a good deal of good to the trees and the next crop should be as expected about same as the present one.

S. Paulo has recovered to a small extent from the damages of the frost and the crop is said to be about 6 million bags.

However, as a compensation the cotton crop will be a good one and the difficulty now is the delay in putting the press in working order, but as we cabled you a few days ago, we hope to have our own soon working and shipments will not be delayed. The stores which we are building in S. Paulo, will be finished in a few weeks, now, before end of the year, the strikes of workmen, being the cause of the delay and the want of building material also.

Your telegrams about Santos business and your letters also have had my attention and Mr David Sion, also, and we have been both greatly annoyed at the way Santos has been conducted, but of course I could not take any steps, but advised what should be done. Mr Cox was such a bull in coffee and could not see how we were losing ground in the regular trade, with such ideas, but Mr David Sion has taken the affair in hand and has been very often in Santos in order to push sales.

Unfortunately the rapid and violent rise in exchange is preventing the sales of coffee and other articles. The rate has advanced in two days $3/4$ penny closing yesterday at 15 $13/16$ and 16 pence is expected next week.

The francs are daily declining and reached the unknown rate of 408 reis for private paper, and bankers here believe we may go lower & for this reason we have asked you to keep us posted about the rate ~~that~~ between Paris and London, and we would be glad if you could cable us every difference of one franc, and debit our account.

I hope the tongues sent you are those you wish and that they will reach you in good order, there was some delay, as we wished to send good ones

No more Minas coffees have come to Rio lately and we do not expect any as long as the Santos prices run so much above the level of our Rio prices. Our type Rochedo comes from a district called Rochedo, and I see that buyers are taking to it, but unluckily there is not a great quantity of these coffees available here now

I must now mention to you two schemes now being carried forward, on same please keep them as strictly private and confidential

the first one is that Mr Vidal Jessouroun, now in Brazil, has made arrangements with Mr Leon Coen, of Marseilles and Mr Nefussi, to extend his business wishing to import River Plate articles and will make his centre in Paris, which market he proposes to enter into combination with to work and will give up Salonica. Mr Coen will work Marseilles more actively. He has sent Mr Gabriel who worked the S. Paulo, but is no man for a position, to Wiesbaden and has sold lard and beans to Alsace and has sold there wheat flour bought in Buenos Aires. As you may know we had a quantity of mandioca flour type Venus thrown over our shoulders and some has been sold there. These beans and lard has gone via Antwerp.

Now I wish to mention very privately that Mr Jacques Jessouroun contemplates a voyage to Europe in March next and will no doubt go to London for a short time. I wish to mention that you will find him a very different man from Mr David Sion. He is a very stubborn fellow, very full of himself as you will see and pretends to know every thing and seems to believe that he made Jessouroun Irmãos & Co. He is a man that is always contradicting everybody and I can assure you that he almost puts me out of my temper at times and must call all my patience to keep calm.

Mr Sion and my self pull well together and discuss things calmly and arrive always to combine things well here in Rio

Now regarding my son Mario, I must mention that I have advised him to get to work in an office in New York, where he could learn something of the cotton trade as well as coffee and stay there until July or August next, when he will go to London, where he will follow your instructions as regard a situation where he could see how cotton has worked in England. I wish I could with him but it is not

possible, I have, however, talked over with Mr David Sion, as to the possibility of my going over in March or April 1921 with my wife and 3 daughters. It will a great pleasure for me to meet you and Mr Schoeberlein, as well as our mutual friend Mr Kean.

I hope these plans will be carried out and I will let you kown later about the date of my son's departure. He has asked me write to you enquiring what documents besides passports he would require to go to London, but there is plenty of time for that.

I wish to inform you about the exchange market for marks which have fallen to 100 reis, and some merchants believe a lower rate will be soon established here and some report that the German Government will repudiate a large quantity of notes emitted without legal authority. I do not believe in this report and think that the rate has now about reached bottom.

Bankers here and in Santos will not buy bills drawn in marks as Santos cabled you. Let us hope that this will soon change and we will recommence business soon on sounder basis.

With best regards for Mr Schoeberlein and yourself,

I remain, Dear Mr Lobenhoffer,

Sincerely yours,