

SCHOEBERLEIN & LOBENHOFFER

LONDON.

Market Buildings

29 Mincing Lane

TELEGRAMS:

PELOPIDAS LONDON.

London,

2/1

1900

E. C.

Dear Mr Lacaille!

I hope you enjoyed your holiday. We know that you & Mr Sims understand us & know what we are doing; but it appears that Mr Jagers & others do not. They do not seem to realize the enormous amounts of labor which we devote to Messrs Jagers' business, nor the financial efforts & sacrifices which we are making to offer your Firm the needful financial security. Do you realize that we back every one of your contracts. Without this backing we could not do the business which we are doing for you. And look at the consignments! Would you find another Firm to finance them in the way we are doing? Please make this clear to your partners. You can assure Messrs Jagers that our policy towards them has not changed, we continue to do for them what is humanly possible, but we must also consider the financial aspect & make sure that the credits come through. I can add that lately a great number

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of sales were left on shippers' hands buyers
declaring their inability to furnish credits
owing to exchange.

There must be absolute mutual
confidence between us, otherwise
business could not be carried on
successfully. You can continue to count
on us, & we trust that we may continue
to count on Messrs. Messourian. We are
fully alive to the enormous ^{moral} responsibility
we have towards Messrs. Messourian
we know the success ^{at your business} rests to a great
extent in our hands & we are determined
to do our best by you.

For the first time in my life I must
own that I have not been quite so well
of late, the enormous strain during the last
few years has told on me, but it is
nothing serious, just nerves, & a short
holiday is sure to put me right again.

Best Hugs Please do what you think
is fair & just.

Kindest regards

Yours very truly
H. P. Lobenhoffer