

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3. 6th January, 1920.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

In the first place I wish to offer you my sincere congratulations on your admission to partnership. You may be sure that we shall continue to do our level best for Messrs. Jessouroun Ltd. and if the new Company does not attain a brilliant and lasting success the fault will certainly not be ours.

Please give our best regards to Mr. Sion and tell him that I will write to him as soon as possible.

Many thanks for your letter of 9th November, 1919.

I must say I got a little uneasy at your prolonged silence, but I quite realise that after working strenuously for six days, a complete change and rest on Sundays is a necessity to you. I also feel that I want a rest once a week and I simply hate taking up a pen on Sundays.

We were very much interested in Messrs. Jessouroun's plans concerning Marseilles and Paris. Marseilles of course is Mr. Vidal's preserve, but we must say we object strongly to Messrs. Jessouroun starting up a direct agency in Paris. First of all, this would be a breach of agreement and secondly, if Messrs. Jessouroun work Paris direct, then they may as well close down the agencies in Havre, Bordeaux, Marseilles, Antwerp, etc.

London, E.C.3. 6.1.1920.

Leaf 2.

Mr. D. L. Lacombe, Rio.

First-class shippers are supposed to work the principal ports not only and ~~in~~ the Interior. If a shipper goes direct into inland markets, he makes himself impossible in the ports. Do you know of any other Brazil shippers having agencies in inland markets? If Messrs. Jessouroun were to persist in this plan they would lose all their present big buyers; moreover, I do not think that Messrs. Jessouroun would deliberately break their agreement with us.

Is Mr. Vidal going to stay at Buenos Aires or will he return to Marseilles?

CONSIGNMENTS. I hope that Messrs. Jessouroun were not upset with us, but we have at present large amounts locked up in consignments and I am sorry to say we do not seem to get on with them as I wish in spite of all efforts. In particular, the cereals ex "GOOILAND" and "KAIKOURA" are good old stickers. We have offered them everywhere and have likewise offered special facilities of payment, but are always told that the qualities are not suitable. I fear that eventually we shall have to sell them at very low prices.

GERMANY. There is of course a big demand, but the bulk of the business is done in Marks, and our competitors such as: Wille, Alves Toledo, Trinks, etc., continue to offer freely in Marks at very low figures. Could you tell me how they

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Mr. D.L.Lacombe. Rio.

manage to do it? I am now on the point of concluding special banking arrangements under which we shall be able to sell in Marks whilst buying of you in shillings with London bankers reimbursement. I hope that this will facilitate business.

We shall be very pleased to welcome your Son, Mario, next Autumn. As regards passports, we shall write later, as the passport regulations are at present subject to continual modifications.

Trusting that you are in good health,

I remain, dear Mr. Lacombe,

Yours very truly,

Schoeberlein Lobenhoff