

LYNCROFT,

ALBION ROAD,

SUTTON, SURREY.

5/4 20

My dear Mr Lacombe
Just a line to thank
you for your various letters
& the various informations
contained therein, which
we found most useful.
Meanwhile we have had
the pleasure of seeing Mr Cox
& Mr Vidal.

Mr Cox is a business
man & it is a real pleasure
to deal with him. We are
discussing with him the

business in all its details
& I think he is already
convinced that in
whatever we do & propose
our first & foremost
concern are the
Person's true interests
& our own margin of profit
is secondary consideration.
Our first duty is to place
only safe business before
you & I can tell you
this is not an easy
matter. I have never
known a time when it
was so difficult to obtain
credits from buyers as it
is at present, & you would

be astonished if you saw
how often we have to step
into the breach in order
to ensure protection for
your drafts.

But you can continue
to count on us, what we
want is, mutual trust
& absolute confidence
between our two firms,
if we work hand in hand
the result ought to be
brilliant. Of course you
know we are not
speculators, in fact it is
one of the conditions laid
down between the partners
that no purely speculative
transactions may be entered

into, but we are considerable
safe people & enjoy the
absolute confidence of the
wholes of the European
Community. We know that
Messrs Jerssaurum likewise
act on the same principle.
I am sure that Mr Cox &
you will see to it that
no rash wild speculating
operations, be it in exchange
futures etc be undertaken.
If we have this assurance
we are prepared to continue
to put our best into the
work for you. My personal
ambition is to see Messrs
Jerssaurum ~~to~~ become in
a few years time the very

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first Brazil Fair & if
we understand each other
& work hand in hand
we ought to be able
to attain this object
& to hand down to your
sons & my sons a business
organisation such as there
are few.

Mr Vidal is a very
different stamp of man,
he is very amiable
& has very sound instincts,
but is rather impulsive
& has certainly not the

lifelong experience which
is indispensable to
protect shippers. He left
on Saturday last for Paris.
I got on very well with
him & we parted the best
of personal friends.

To please him, we submit
him Paris, under certain
conditions. So far he has
not accepted. But honestly
speaking I am not at all
convinced whether the
Paris business proposed by
Mr Vidal will be really
good for you. Anyhow
you will have to be

exceedingly careful.
It is impossible for you
to realise what circum-
spection is required on
our part to protect the
shippers from avoidable
losses. Are you sure that
he & his assistants have
the necessary experience
to enable ^{them} to watch over
your interests in every
detail. You know yourself
that the slightest mistake
may have grave consequences.
I have purposely engaged
him in lengthy conversations
about the Harrow & other
matters, & without wishing

to accuse him of carelessness
I am bound to say ^{he} drew
conclusions from some of
your cables which should
not have been drawn.

This is strictly private &
confidential. Of course we
are all imperfect & liable
to mistakes.

I shall write you again
shortly.

Now one more question
There are still a few hundred
pounds to your credit for
brokerage per 31st Dec.
May we remit it to you through
the London & Brazilian, ^{same as}
we did before you were
partner? Please let me know
by return of post.
Kindest regards, Yours sincerely
H. P. Colver