

F. A.

April 6th., 1920.

Dear Mr. Lobenhoffer

The private telegram sent by your firm, Cox and Vidal rather surprised me as up to this date, I have not received any serious complaints regarding the quality of our shipments, because if there were any cause of our losing business owing to bad deliveries, you would have informed me.

Regarding the types we made them up in accordance with the crop, but if you make a question of better types we will send a new set, if you think we shall lose business by waiting until July for the new crop. Mr. Oscar Marques, however, suggested our altering the number sending you a fresh type No. 19. I cabled you privately in this respect and await your decision.

I thought well of informing with regard to the quality of arrivals and you will have noticed that arrivals consist of coffees of American style (colour and style of no importance) and dark coffees, and that green and light green coffees are not to be had at present.

I must state that Mr. Vidal, during his stay in Rio, declared he wished us to ship qualities one type above the one on which sale had taken place, but he wanted at same time low prices.

Well, this is impossible to ship above type and cheaper than com-

Since I took charge, after Mr. Jacques departure I have done my very best to keep you well supplied with offers and quotations, and at same time giving you indications of the room offered us.

However the great drawback with regard to the small business has been the small orders coming along and chiefly the great delay in the telegrams, without any hope of the repairs of the lines being concluded for some months.

I must state frankly that the cable in question was sent by Vidals exigence, as otherwise you would have written to me very frankly.

You can well imagine with arrivals of such inferior coffees what amount of trouble Mr. Oscar Marques and myself undergone to make suitable deliveries, and we are always anxious to have business of No. 25 for Gibraltar and New York Ex. 7 for Havre, and No. 23 with no question of colour and style for Antwerp or other ports.

I am anxious to resume business for South Africa and will be glad when you have succeeded in making fresh arrangements.

I have noticed that no business has been possible with Buenos Aires, but are not surprised considering the difficulties of starting a new house and also the actual conditions of the markets owing to the violent and rapid fluctuations of the Exchange market.