

SCHOEBERLEIN & LOBENHOFFER
LONDON.

TELEGRAMS:
PELOPIDAS, LONDON.

Market Buildings,
29 Mincing Lane,

London, E.C. 3 27th May, 1920

Mr. D.L.Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

I wrote you last on the 21st ult., and beg to thank you for your valued favor of the 6th ult., of which I have taken due note.

BOOKKEEPING. In compliance with your request, we have remitted:-

£30. -. to Mrs. J. Posno, 156 Rue de Courcelles, Paris, and now enclose debit-note.

From my letter of the 7th April, you know that the cable you complain of was sent by Vidal in my absence. Vidal had no business to do that.

I know that you are fully alive to the great importance of good shipments. You know as well as we do that satisfactory shipments are a condition sine qua non to a lasting success. Unfortunately, it is true that of late there have been several complaints, and worse luck this happened just with trial orders which were given to us by new customers, and needless to say it will be practically impossible, at least for a considerable time, to obtain fresh orders from these quarters.

I do admit that up to quite recently your shipments have been satisfactory, but of late we found a general decline in the

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grading of your shipments. I do not wish to criticise needlessly, but as Messrs. Jessouroun true friend I must urgently recommend you to see to it that Mr. Marques is more careful in the grading. It appears to us that the grading at your Rio office is not done as scientifically as it is done at Santos. I have mentioned the matter to Mr. Cox and requested him to arrange with Mr. Marques the same scientific grading as he does at Santos. The Santos types which Mr. Cox make up are absolutely ideal. He has given us for each type a full list of the imperfections, and we do not recollect a single case where there has been a complaint about the grading; the complaints which we have for Santos refer exclusively to color and mildness, but this we know will not happen again. Would it not be possible for Mr. Oscar to also arrange official grading of the types?

We are discussing with Mr. Cox the whole of the business point for point, and are having continued joint conferences with our various expert advisers in Rice, Oilseeds, etc. In fact, I have started taking notes of every point which I shall collect in a diary and give it to Mr. Cox on his departure. I am trying to make this diary as complete as possible.

MR. VIDAL. No settlement has been arrived at yet, and Mr. Cox has left to-day on a flying visit to Paris for the purpose of making final arrangements. We have agreed to a

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proposal which was drawn up by Mr. Cox himself, but Mr. Vidal has not seen his way yet to accept. In order to facilitate matters and to show our goodwill, we have given Mr. Cox the power to introduce a further concession on our part, but it is impossible for us to do more. Mr. Vidal's counter-proposal was absolutely impracticable and could not have been accepted by any businessman. We desire nothing more than peace and friendship all round. We are prepared to incur considerable sacrifices in order to preserve goodwill between Mr. Vidal and ^{his partners} ~~the remaining~~ parties, in fact if once a satisfactory agreement has been arrived at, we are prepared to do all we can to assist Paris and Marseilles and we think we can be useful to both offices in many ways, but there must also be goodwill on the part of Mr. Vidal, and we must know where we stand and be sure that he does not interfere in our markets.-- What do you think? A few days ago we had news that he had suddenly without any previous notice appeared at Antwerp and talked to our agent about Brazil business as well as Buenos Aires business. Our agent as well as the buyers were ~~quite~~ rather astonished and we must say this visit, without advising us or obtaining our permission, was very tactless on the part of Mr. Vidal.

Let us hope that this very unpleasant matter with Mr. Vidal will be settled before long. As far as we are

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concerned, we are quite prepared to join hands with him and his collaborators to assist you to further develop and increase Messrs. Jessouroun's business. Mr. Cox knows, and I think it is needless to again assure you, that the prosperity of Messrs. Jessouroun's business will remain our first care. We do not wish to boast, but if you were here you would soon convince yourself that no effort is spared on our part to do a very large and satisfactory business ^{and} we often incur sacrifices which few firms would be prepared to incur in order to protect you from unpleasantness and larger losses.

From our official correspondence, you know that we have had great trouble and great unpleasantness owing to delays in shipments of Rice from Santos.

Your Son, Mario, is expected in a few days, and needless to say I shall be very pleased to make his acquaintance.

I remain, dear Mr. Lacombe,

Yours very truly,

H. P. Lacombe