

16th August, 1920

AGREEMENT BETWEEN
MESSRS. JESSOURCUN IRMAOS & CO., LTD.
AND
MESSRS. SCHOEBERLEIN & LOBENHOFFER,
SUPPLEMENTAL TO THE AGREEMENT
DATED 28TH MAY, 1919.

- (1) Messrs. Schoeberlein & Lobenhoffer are prepared to withdraw their agencies in Constantinople, Smyrna, Piraeus and Genoa, and consent to Messrs. Jessouroun's Marseilles Agency working these markets. The Marseilles Agency may also work the Turkish Black Sea Ports up to and including Trebizond, but not the Bulgarian, Roumanian &/or Russian Black Sea Ports.
- (2) Messrs. Schoeberlein & Lobenhoffer reserve for themselves the right to continue to sell to their London clients shipment to the Ports ceded as per Paragraph 1.
- (3) Messrs. Schoeberlein & Lobenhoffer are willing to appoint Mr. Vidal Jessouroun or his nominees as Messrs. Jessouroun's and their agent for Paris. Mr. Vidal Jessouroun or his nominees to be under Messrs. Schoeberlein & Lobenhoffer's control as far as Messrs. Jessouroun Irmaos & Co., Ltd. shipments from South America are concerned. The sphere of action of Mr. Vidal Jessouroun or

his nominees to extend to the whole of France including Alsace-Lorraine, but with the exception of Havre and Bordeaux. Commission at the rate to be arranged to be paid by Messrs. Jessouroun direct to Mr. Vidal Jessouroun or his nominees. Messrs. Schoeberlein & Lobenhoffer to receive from Messrs. Jessouroun $3/8$ % commission on all sales effected through the medium of Mr. Vidal Jessouroun or his nominees. It is understood that Messrs. Schoeberlein & Lobenhoffer have no financial responsibility for the business transacted through Mr. Vidal Jessouroun or his nominees.

- (4) Messrs. Schoeberlein & Lobenhoffer undertake to transfer to Mr. Vidal Jessouroun or his nominees the Havre Agency on the same terms in case it should be found advisable to make a change in the present arrangements.
- (5) Messrs. Schoeberlein & Lobenhoffer undertake to transact all business in Mr. Vidal Jessouroun's or his nominees' sphere of action as specified in Paragraph 3, exclusively through the intermediation of Mr. Vidal Jessouroun or his nominees and the latter undertake not to extend their activity beyond this same sphere of action.
- (6) Messrs. Schoeberlein & Lobenhoffer undertake to refer all enquiries which they may receive from parties domiciled in the markets ceded as per Paragraph 1 to Messrs. Jessouroun's Marseilles Agency and the latter in return undertakes to refer all enquiries emanating from agents or buyers outside its sphere

of action to Messrs. Schoeberlein & Lobenhoffer.

- (7) Messrs. Jessouroun Irmaos & Co., Ltd. guarantee to Messrs. Schoeberlein & Lobenhoffer that all European &/or African &/or Asiatic markets other than Marseilles, Salonica, Genoa, Piraeus, Constantinople, Smyrna, and the Turkish Black Sea Ports up to and including Trebizond, will remain permanently in Messrs. Schoeberlein & Lobenhoffer's exclusive and undisputed sphere of action and that nobody else will offer &/or sell or be allowed to offer &/or sell direct or indirect in Messrs. Schoeberlein & Lobenhoffer's sphere of action. Messrs. Jessouroun also guarantee that any connections or agencies which may have been established by them or their Marseilles Agency in Messrs. Schoeberlein & Lobenhoffer's sphere of action will be finally discontinued forthwith.

- (8) All parties to the present supplementary agreement undertake to faithfully and scrupulously observe all conditions laid down therein and to conduct the business in a spirit of mutual friendship and trust.

- (9) In all other respects the agreement of the 28th May, 1919, shall remain in full force.

Jessouroun Irmaos B. & L.
Schoeberlein & Lobenhoffer
J. F. Vidial Jessouroun
Secretary