

HL/RR

SCHOEBERLEIN & LOBENHOFFER,

TELEGRAMS: PELOPIDAS, FEN, LONDON.

TELEPHONE: N° 6555 CENTRAL.

CODES:

BENTLEY'S.
A.B.C. 5TH EDITION.
LIEBERS.
PRIVATE.

*Market Buildings,
29. Mincing Lane,
London, E.C. 3.*

2nd May, 1923.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

Since writing you last on the 18th ult., I received your favor of the 2nd inst.

SOARES. I wish to assure you that the business with them will always have my special attention, their interests will in no way be affected or prejudiced by our connections with other houses. Their shipments are beginning to be favorably known, and, given proper support by Mr. Soares, we ought to do next season a very large business amounting, I trust, to six figures.

MARQUES. In compliance with your request, we cabled you as per enclosed copy. We are writing today giving full particulars. We suggest that we number the types 40 and upward so as to avoid confusion. We shall return you 3d. per bag on all business, except on business such as Havre where the margin of profit is so fine that a return is quite impossible. There are, unfortunately, cases where we have to work without any commission, so as to stand up against competition. But you may count on us, we shall study your interest as if it were our own. It is our sincere personal wish that the return which we make you on the business with Soares and Marques may amount to very large sums. Nothing would give me

London, E.C. 2.5.1923

Leaf 2.

Mr.D.L.Lacombe, Rio de Janeiro.

greater pleasure.

Our European organisation is such that we can easily work several shippers and do a large business for each of them.

With kindest regards from Mr. Schoeberlein and myself,

I am,

Yours very truly,

Martin Lobenhoffer