

HL/RR

SCHÖDERLEIN & 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.*

18th May, 1923.

Mr. D. L. Lacombe,

RIO DE JANEIRO?

Dear Mr. Lacombe,

I wrote you last on the 2nd inst.

SOARES. I am sorry that in spite of all the efforts which I have made, I could not put any business before your Firm. We quite admit that the prices were moderate but there were still much cheaper offers about. How these sellers manage to buy their coffees is a riddle to me. You may of course be sure that we shall continue our efforts and leave no stone unturned to come to business. I have not the slightest doubt that later in the season, business will become much easier and we shall then be able to send you orders every day.

OSCAR MARQUES & CO. I beg to hand you herewith the information which we have received about the "Rotundo". You will see from this information that the capital is Lit. 80.000 which, at the present exchange, is about £800.- We have not the slightest doubt that Messrs. Rotundo are very active and very reliable as local agents but they have not the financial basis to do a large business. In case there should be any hitch with the credit against a shipment they would not be able to stand in the breach.

London, E.C. 18.5.23

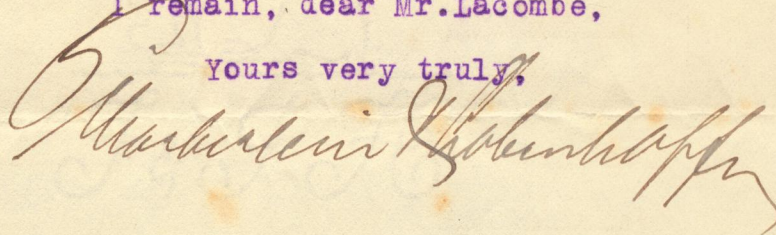
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Mr.D.L.Lacombe, Rio.

I can add that one has to be extra careful in Naples in the matter of finance. On the other hand, Messrs.Marques know from our letter of the 2nd inst., that we guarantee acceptance of every draft with the exception of France and French Colonies where, owing to French legislation, we cannot undertake merchants' guarantees. It is perhaps better if you do not show this information to Mr.Marques, but I considered it my duty to tell you in strictest confidence how matters stand.

I remain, dear Mr.Lacombe,

Yours very truly,



P.S.
Dun's information