



R.M.S.P. "ANDES"

14/12 23

Dear Mr Lacombe

Thanks so much for
your letter. It appears
that Mrs. Wemphers was
very happy during her
stay on the Corcovado
with Mario & family.
She seems to have grown
very fond of them, & it is
a good thing that I am
not of a jealous disposition.
My task at Recife was
far from easy. I was
under the impression
that Messrs. Fonseca
intended to do the business

in Bitseeds & Tabagias only.
 Einar is unwilling to do
 Cotton & Coffee. But it
 appears that Messrs Fonseca
 also wish to take up the
 Coffee business, & they offered
 to form a Combine with
 Einar for Coffee. Einar has
 to furnish a deposit
 of 100 Contos, beyond this
 he has not to trouble
 about finance, FONSECA
 taking charge of that.
 On the other hand Einar
 receives 50 % of the net
 profits. Einar's Pernambuco
 Staff to be partially taken
 over by the Combine.

Now this appears to me
 an ideal solution, but
 unfortunately Einar's personal

pride (amour propre) was
 a great obstacle. He pretends
 to be humiliated because
 FONSECAS insist on the goods
 being shipped in their name,
 also they want the supreme
 control, nothing may be
 done without their consent.
 I did my best to knock
 this foolish idea out of
 David's head. I see no
 humiliation in that, on
 the other hand the
 advantages to Einar are
 enormous. There is first
 the moral effect &
 secondly the finance.

Einar's fault was that he
 tried to do a large business
 at Santos & Recife with too

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small as the capital & the
 consequence was confirmed
 shortage of funds. Now he will
 be able to transfer all his
 assets, except 100 Contos,
 permanently to Santos.
 Unfortunately the negotiations
 between Dr. Corbier and David
 were not completed when
 I had to sail, but I do hope
 they have meanwhile come to
 an agreement.

Pinseas & I have exchanged
 contracts & I have every hope
 that the business will develop
 favorably to the benefit not
 only of Messrs. Pinseas & me
 but also to the benefit
 of the family business.

Wish to assure you once
 more that you will always
 have a true friend in me.
 Hope you will have a very
 merry Christmas.

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