

HL/C

SCHOEBERLEIN & LOBENHOFFER,

TELEGRAMS: PELOPIDAS, FEN, LONDON.

TELEPHONE: N° 6321 ROYAL.

CODES:

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

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

21st. July 1926.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

We wrote you last on the 30th June.

TERMS PEREIRA. We refer you to ours of the 16th June. It is quite impossible for us to work for less. We can add that experience conclusively proves that $1\frac{1}{2}\%$ gross commission does not cover the fearful expense connected with the introduction of a Firm of Brazil Shippers. We have again recently heard from the Representatives of a large Santos Firm who used to pay $1\frac{1}{2}\%$ gross, that the business actually resulted in a loss to the European General Agents owing to the high charges, chiefly cables and telegrams.

The first shipment, of which we have just received the sample, is very unfortunate indeed. We fear there will be great trouble with the buyer, and the Greek market to which the goods were sold will be closed to us for some time to come. The coffee grades barely halfway between New York Nos. 6 & 7, whereas type 19, as you yourself wrote at the time, grades New York No. 6, plus 15 points. We have of course followed the

Mr. D. L. Lacombe, Rio.

21/7/26.

Brazil grading in accordance with the regulations of the Centro de Comercio, according to which the difference type and type down to No. 7, is 30 points, and 50 points between 7 & 8.

Business cannot possibly develop unless our buyers can count on satisfactory shipments.

We remain, dear Mr. Lacombe,

Yours very truly,

Schoeberlein Lobenoffer