

HL/T

SCHOEBERLEIN & LOBENHOFFER,

TELEGRAMS: PELOPIDAS, FEN, LONDON.

TELEPHONE: N° 6321 ROYAL.

CODES:

BENTLEYS.
A.B.C. 5TH EDITION.
LIEBERS.
PRIVATE.

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

1st. September 1926.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

I wrote you last on the 25th. ult.

COMPETITOR'S TYPES, In compliance with our promise we are sending you to-day samples marked 9, which is offering to-day @ 88/- with $1\frac{3}{4}\%$ return commission, against 90/- for Pereira's Extra. Furthermore 12 which shippers offer firm for September/October shipment in equal monthly lots @ 81/- F.o.b. with $1\frac{3}{4}\%$ commission.

There has been business doing on this basis. We would thank you to show these coffees to Messrs. Pereira so as to bring home to them that their prices are too dear and it is very difficult for us to place regular business before them.

CONTRACT WITH PEREIRAS. From our cable correspondence you will have understood that we must have a guarantee that the agency will not be taken out of our hands the moment the business is worked up and the shippers are introduced. As you know the introduction of a firm of shippers entails a great deal of work and expense and we know we shall be considerably out of pocket for at least one year.

London, E.C. 3. 1.9.26.

Leaf 2.

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

We have first hand knowledge of a case where the Santos Firm appointed a General Agent in London and gave them solemn assurances that they would never make a change in the agency arrangements. However, six months later they had a visit from a representative of a Continental Firm who managed to persuade them by means of most glowing promises, and they broke their pledge to the London Agent who we know had worked very hard, and had spent a great deal of money in order to introduce these people as quickly as possible. The consequence is that all the work he bestowed is in vain and he is besides so many hundred pounds out of pocket. We have taken a lesson from this occurrence and have made up our minds never to take on an agency unless we have a written guarantee for a number of years.

This we consider all the more necessary in this case as Castro Silvas used to be known for changing their agents such as a man changes his coat. We shall not forget the way ^{the} ~~an~~ agency was taken away from Czarnikow. Afterwards it was offered to Schluters and taken from them again after a few months and put in the hands of Thorn & Brodie. ^{the} Castro Silva did themselves no good by that and lost a large amount of business through these changes.

You know that if we undertake a thing we always like to do it properly. If we undertake to introduce a Firm we do so thoroughly and we are in a position to do so as well, if not better than, any other European Firm. But we would not allow anyone

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to use us simply for the purpose of doing the spade work and then taking the business away from us as soon as our labour shows an adequate result.

As we telegraphed you we put our interests in this matter confidently into your hands, and we are now awaiting to hear from you what guarantees you have obtained.

I am very much annoyed that the remainder of the new types have not come to hand yet, as we cannot finish the special codes we are compiling before we have full particulars of these types.

I remain, dear Mr. Lacombe,

Yours very truly,

H. P. Lobenhoffer

KERT