

HL/T

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.*

8th. September 1926.

Mr. D. L. Lacombe,

RIO DE JANEIRO.

Dear Mr. Lacombe,

We shall write you officially by the next mail.

To-day we wish to acknowledge receipt of yours of the 14th. ult. to which we shall reply in detail by the next mail. How is it that Messrs. Pereira do not make us any regular offers, whereas we do a very fair business at present with our other Rio shippers?

We have just bought No. 7, good bean, green, October/January shipment in equal monthly lots @ 79/6 C. & Fr. free of commission. Why do you not make us similar offers? I presume the reason is the fact that Pereiras are not quite organised yet, so we must be patient.

MARSEILLES AGENCY. We cannot to accede to Pereira's request to change the agent. Surely you will have told Mr. Pereira it would be very bad policy to effect a change immediately after having appointed an agent and without giving him a chance to do business. It is just this kind of interference we wanted to guard against when we proposed a written agreement.

London, E.C. 3. 8.9.26.

Leaf 2.

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

The management of such matters must remain in our hands. Mr. Perrin is unknown to us whereas we know Clairefonds personally. I myself have been in Marseilles this Spring. They are of the highest standing, well received with all buyers, and very energetic, being moreover the official brokers of the Commercial Tribunal they have great authority. We presume a representative of Mr. Perrin has called on Mr. Pereira personally and has managed to talk him over. Please leave these matters confidently in our hands, we being on the spot must know what is the right thing to do.

We remain, dear Mr. Lacombe,

Yours very truly,

Schoeberlein Lobenhoffer