

Miami Beach
— Sales
1915-1926

April 8, 1915.

MB sales

Mr. Chas. W. Kotcher,
c/o Kotcher Lumber Company,
Detroit, Michigan.

Dear Sir :

Referring to the agreement that I made with you on the first day of February, 1915, granting the purchase of a certain piece of property on Belle Isle, Miami, Florida : It is understood and agreed that the size of the property is now changed, to be as follows: 72 feet wide on the Bay; 55 feet wide on the north; and 200 feet deep.

Also referring to paragraph seventh of the contract - that part of the contract "providing said boat-house will not be more than twelve (12) feet in height above high water mark" : This is understood to be twelve (12) feet clearance for the boat above high water mark.

Very truly yours,

Chas. W. Kotcher

Accepted:

Chas. W. Kotcher

Fisher Automobile Company

ESTABLISHED 1898

INCORPORATED 1903

Motor Cars and Trucks of Known Value

400 North Capitol Boulevard

Indianapolis, Ind.



BOTH TELEPHONES 2594



September 18, 1915.

Mr. Chas. W. Kotcher,
c/o Kotcher Lumber Company,
Detroit, Michigan.

Dear Mr. Kotcher :

Please find enclosed deed for your lot #14, Belle Isle. You will recall by referring to the agreement that your deed called for lot #16, but according to the new plat the number of the lot is fourteen. This deed was completed this afternoon too late to secure revenue stamps to attach. Rather than hold it until Monday, am sending it to you without the stamps. You will kindly secure same and send the bill to us. I imagine the valuation should be on at least \$3000.

I have gone over all the conditions of this deed very carefully and believe it coincides with every feature that was to be covered. As this is the first deed we have made of a lot on Belle Isle, and inasmuch as we wish to make all alike in the future, if you have any suggestions will be glad to have them. However, have studied the matter very carefully and in the light of the agreements of last Spring believe that everything is covered correctly.

I regret that I did not understand that you were to receive the deed at this time, as my understanding from Mr. Fisher was to advise you in whom the title rested for the southern half of Belle Isle. Hope this will enable you to place your insurance satisfactorily - and would be glad to hear from you.

WJD:R

Yours very truly,

Wesley J. Whynes
R.

Fisher Deed

Superseded by
deed to Lot
18 in Amended
Plat Belle Isle,
recorded in
Deed Record
150 - P. 168
Dade Co. Fla.
Vanderer

2nd 18 amended plat took place
this deed. Van.

THIS INDENTURE, Made this eighteenth day of September, A. D. 1915, by and between The Alton Beach Realty Company, a corporation organized and existing under the laws of the State of Florida, party of the first part, and Chas. W. Kotcher, of the County of Wayne and State of Michigan, party of the second part;

WITNESSETH: That the said party of the first part, for and in consideration of the sum of Ten Dollars (\$10.00) lawful money of the United States of America, and other valuable considerations to it in hand paid by the said party of the second part, at or before the enasealing and delivery of these presents, the receipt whereof is hereby acknowledged, has granted, bargained, sold, aliened, remise, released, conveyed and confirmed, and by these presents does grant, bargain, sell, remise, release, convey and confirm unto the said party of the second part, Chas. W. Kotcher, and assigns forever, all the following described real estate, situate in the County of Dade, in the State of Florida, to-wit:

Lot numbered Fourteen (14) of Belle Isle, a subdivision of a certain Island located on the east shore of Biscayne Bay in Section Thirty-three (33), Township Fifty-three (53), south of Range Forty-two (42) East, as the same is shown, marked and designated on a map of said Island recorded in Plat Book No. Two (2) at page one hundred and six (106), in the office of the Clerk of the Circuit Court in and for Dade County, Florida.

Together with all and singular the easements, tenements, hereditaments and appurtenances thereunto belonging, or in any wise appertaining, and the reversion and reversions, remainder and remainders, rents, issues and profits thereof; and also all the estate, rights, etitle, interest, property, possession, claims and demands whatsoever, as well in law as in equity of the said party of the first part, of, in and to the same and every part and parcel thereof, together with all Riparian Rights and privileges appurtenant thereto; excepting and reserving, however, to the grantor herein, the right and privilege of pumping or dredging sand or other material from the submerged lands of Biscayne Bay beyond a distance of One Hundred Fifty (150) feet from the shore line of the lot herein conveyed, as now established by the present bulkhead along the water front of said lot.

TO HAVE AND TO HOLD the above granted, bargained and described premises, with said appurtenances, except as stated above, unto the said party of the second part, Chas. W. Kotcher, and assigns, to the own proper use, benefit and behoof of the said party of the second party, Chas. W. Kotcher, and assigns, subject to the restrictions and limitations hereinafter set out.

IT IS MUTUALLY UNDERSTOOD AND AGREED, by and between the parties hereto, that this conveyance is made subject to the following restrictions and limitations.

which are intended to be and shall be taken as covenants to run with the land, and which are intended to be and shall be taken as conditions of this conveyance and one of the express considerations thereof, viz:

1. No residence shall be constructed or erected on said real estate unless the same shall be at a cost of at least Four Thousand Dollars (\$4000.00), and said amount shall actually be expended in the construction and erection of such building and not for fees in connection therewith.

2. No dwelling house or houses commonly known as double dwelling houses, apartment or apartments, and no house, structure or building to be used as a business room, storage house or manufacturing establishment, garage, machine shop or any other business or commercial purposes whatsoever, shall be placed or erected on said real estate, nor shall any store, storage house, manufacturing establishment, garage or garages for commercial purposes, machine shop, business or commercial enterprises whatsoever, be operated or maintained on said premises; nor shall any sanitarium, hospital or like institution be built, operated or maintained on said premises herein sold, or on any of the other lots on said Island; nor shall any structure be erected or provision be made thereon for the care of horses, cows, cattle, hogs or poultry, nor shall either of these, singularly or collectively, be kept or raised on the premises hereby sold, or on any of the other lots on said plat, namely - Plat of Belle Isle, reference to which has heretofore been made.

3. No residence or building shall be erected on said real estate so that the front line of said building shall be closer than Thirty (30) Feet from the front line of the above described lot, or closer than Fifty (50) Feet from the water front.

4. Said property shall not be sold, leased or rented in any form or manner, by any title, either legal or equitable, to any person or persons other than of the Caucasian Race, or to any firm or corporation of which any person or persons other than of the Caucasian Race shall be a part or stockholder.

5. No spirituous, vinous, malt or other intoxicating liquors shall be manufactured, sold or bartered upon said real estate or any part thereof.

6. That this deed shall not be so construed as to prevent the said party of the second part from erecting on said property, namely said Lot Fourteen (14), a boat-house for private use, provided said boat-house shall not be more than fifteen (15) feet in height above high water mark, or more than sixty (60) feet in length, or twenty-five (25) feet in width, and extreme distance from shore line, as now established by the present bulkhead, to outside wall of boat-house, shall not exceed fifty (50) feet. *Said lot number 14 shall not at any time be subdivided.*

7. This deed shall not be so construed as to keep the said party of the second part, his heirs, assigns or legal representatives from keeping on said property, Lot Fourteen (14), such servants as he or they may require for family use.

Violation in whole or in part of any of the above limitations and restrictions by the party of the second part, Chas. W. Kotcher, assigns, legal representatives, or by the owner or owners of said real estate, by virtue of any judicial proceedings, shall cause the said above described real estate to immediately revert to the party of the first part, its successors or assigns, and shall entitle the party of the first part, its successors or assigns, to immediately enter upon said property, without notice, and take possession of the same with full title, in fee simple, together with all improvements thereon.

It is further stipulated and agreed by the party of the first part that all deeds executed by said party of the first part to lots now owned by it, shall contain covenants, conditions and stipulations identical with those herein set forth.

AND the said party of the first part does hereby fully warrant the title to said land, and will defend the same against the lawful claims of all persons, whomsoever, except as to the above limitations and restrictions.

IN WITNESS WHEREOF the party of the first part has hereunto caused its corporate name and seal to be set and affixed, by Carl G. Fisher, its President, attested by Will J. Dobyns, its Secretary, the day and year first above written.

Signed, sealed and delivered
in the presence of:

A. A. Kauter
E. E. Brodbeck

THE ALBION BEACH REALTY COMPANY.

By *Carl G. Fisher*
President.

Attest *Will J. Dobyns*
Secretary.

MB sales

1918

FIRST SUBDIVISION OF
ALTON BEACH
A PART OF
FRACTIONAL SECTIONS 18, 33 AND 34
TOWNSHIP 53 SOUTH-RANGE 42 EAST
MIAMI FLORIDA
BEACH, INCORPORATED - 1907

OCEAN



For
Talbotts.

Either 4 or 5 Lots.
Mr T. inclined to buy
5 including the small
odd lot #15

Price on whole price #41,375

" " 4 Lots including
corner. #33,375

163
200

326 00

225
200

450 00

MB sales

February 1st, 1918.

Mr. H. E. Talbot,
Lawton Cliff,
Miami, Florida.

Dear Mr. Talbot :

Some remarks you made the other day regarding investments in land, lead me to suggest that possibly the ten lots marked "B.B." (map enclosed) and right at the mouth of the government Cut, might appeal to you as an investment. These lots are owned by Mr. Lummas, who is a stockholder in the Miami Ocean View Company. Mr. Lummas wishes to sell these lots : two years ago he asked \$25,000 for them; last year he asked \$35,000 for them and this year he is asking \$50,000 - but I am inclined to believe that \$35,000 or \$37,500 cash would buy them, or probably half cash and the balance in one year would close the transaction.

The Miami Ocean View Company own all the property marked "OVC". I am a stockholder in the Ocean View Company and am anxious to see these ten lots fall into the hands of somebody friendly to our two companies. Lots #1 and #2, just south of these ten lots, were sold to the Texas Oil Company : these lots would only be useful for commercial purposes, in my estimation, and might have to be held two or three years, but at \$10,000 per lot, they would be cheap for commercial purposes.

I offered a short time since to purchase these lots with Union Carbide stock, giving stock on a basis of sixty dollars a share, when the stock was selling in the United States market at fifty-one. This offer was refused. I dislike to sacrifice carbide stock at present prices to purchase these lots, as I already have more than 500-acres of my own property and about a quarter interest in all of the Miami Ocean View property.

This may or may not interest you : The Ocean View Company has about fifty thousand dollars worth of stock left which we would be quite willing to sell to you or some of your friends. We have purchased all the Ocean View property on the peninsula at a very low figure and we built the 60-acre island at a low cost as we paid ten cents a yard for the fill, and were fortunate enough to receive a large amount of rock that had to be dumped some place, at no extra charge. At the present time we figure that we have about \$200,000.00 in this island. Within three years it will be perfectly easy to sell at least half of the water front at \$100 per foot : there is 7400 feet of water front. The average cost of the lots on the peninsula marked "OVC" was a little less than \$300 ; the improvements put on the property, however, have made the average cost probably \$500, up to the present time. The Company is without debt and

Mr. H. E. Talbot. Page #2. February 1st, 1918.

has about \$30,000 cash in the bank - and I think that this is an exceptionally good investment, and if you care to look into it further, we would be very glad to get you further details, and if you don't care anything about this investment it is not even necessary to answer this letter.

Yours very truly,

CGF:M

CARL G. FISHER
INDIANAPOLIS

May 14, 1918.

In regard to the sale of property of Alton Beach Company, we beg to advise: Primarily this property is not placed in the hands of agents to be sold on commissions as we have a sales force to take care of transactions of this kind, but in several instances we have allowed other agents to handle certain properties and have allowed them a commission. We prefer as a rule to avoid placing our properties on listing with agents, but will follow our former practice of allowing agents where they have customers for our properties to handle the sale, but only in instances where they have a written contract with this company, specifying the property desired, the price to be paid and the commission to be allowed.

We are forced to take this step on account of several disagreements arising in the past wherein agents thought they were entitled to commissions, and in the future you will be guided by the above understanding.

In the event you would care to accept these terms, you will please write your acceptance on this letter and return for our files. We might state that in no event will an agent who does not accept these conditions be allowed to handle the sale of any of our properties.

Very truly yours,

ALTON BEACH REALTY COMPANY.

President.

In consideration of the above premises, we, the undersigned hereby fully accept the above terms and conditions, and agree to abide thereto.

This _____ day of _____, 191__.

SOME RECORD

1919

MB sales

MORE THAN ONE-HALF MILLION DOLLARS IN
REAL ESTATE SALES AT MIAMI BEACH SINCE
THE FIRST DAY OF JANUARY - AND ALMOST
A MILLION DOLLARS WORTH OF NEW BUILDINGS
STARTED .

John H. Hanan's Ocean front home - sold at \$150,000.00.

Harry C. Stutz' home on the Bay front - sold at \$60,000.00.

Golf front home sold to Mr. Wallace of Miami - \$80,000.00.

Collins Avenue home sold to C. R. Cummins of Cleveland - \$30,000.00.

Golf front home sold to C. H. Sebring of East Liverpool, Ohio - \$30,000.

Collins Avenue home sold to prominent resident of Miami - \$38,000.00.

Stanley Wyckoff - Indianapolis - building site - \$14,000.00.

Special sale by the Miami Ocean View Company - 70 lots - \$145,000.

First building permit of the year issued to the HOTEL FLAMINGO for a \$750,000.00 building.

An apartment-house containing 22 apartments, started by H. George Fink on the second day of January.

\$50,000.00 Ocean front home, north of John H. Hanan's, started on the third of January - designed by H. George Fink - contractor, Halsema Brothers.

At least 50 new residences will be started at Miami Beach during the the next sixty days.

We need 100 homes - 5 to 12 rooms - for next season. We need ten hotels - 100 to 300 rooms each - to care for the people who want to live at Miami Beach.

THE ALTON BEACH REALTY COMPANY

MB sales

March 7th, 1919.

Mr. John H. Levi,
Miami Ocean View Company,
Miami Beach - Florida.

Dear John :

Referring to the letter of Ladd & Nichols of the 28th : I have felt all along that we could not sell any Ocean View property to amount to anything until the large number of smaller transactions surrounding the Ocean View property had been cleaned up and the prices gradually brought up to the prices we are asking. This is happening every day. The prices are coming up now so that I doubt if there are any lots left at less than \$1000 - and those who have recently purchased property down there will want a profit and will probably hold at an advance of two or three hundred dollars, probably four hundred dollars.

By another year we should be able to go right on the market and sell property at the prices we have it marked. Whatever you wish to do with Ladd & Nichols, however, is entirely satisfactory to me.

Yours very truly,

OGF:R

shw
MB sales
April 30th, 1919.

Commodore Chas. W. Ketcher,
639 Gratiot Avenue,
Detroit, Michigan.

Dear Commodore :

I have yours of the 29th ; I am forwarding your letter to Purdy. No doubt he will ship the Shadow to the Great Lakes Engineering Works, in your care. Thank you for your kindness, Old Dear.

I will take the boat-house to which you refer at \$150 - and will write Harry Stutz to see if he wants the other one.

I will send on your letter regarding the man riding in the caboose, to Purdy.

We have had a lot of activity in property since you and Jim left. In fact, we have sold about a hundred thousand dollars worth of property on Star Island - and Mathews bought all of McCutchen's north half of Belle Isle. Mathews also bought thirty-five thousand dollars worth from me ; in addition, we sold a man by the name of Butler thirty-five thousand dollars worth. We are asking \$200 a front foot for our lots on Belle Isle and about \$175 a front foot for lots on Star Island, but the price on Star Island will be raised to \$200 a foot on January first.

Don't forget that the purchase of a pair of $5\frac{3}{4}$ x 7 Speedway motors isn't going to cure your trouble. They must be installed properly if you are to have satisfaction out of them. There may be ten thousand people in the United States who can install motors properly but I have never found but one man who could do it to suit me - and I am not looking for a job for Purdy either, because Purdy already has all he can do, and more too.

Thanks for looking after the boat-house for me.

Yours very truly,

CCP,R

May 27th, 1919.

Mr. Harry S. Bastian,
Alton Beach Realty Company,
Miami Beach, Florida.

Dear Bastian :

Replying to your letter of the 17th written to Van :
It certainly appears to me that you should recognize the fact that
the Bay front is the basis on which all of our property is sold,
where they are Bay front lots. On Belle Isle, for instance, we
have dozens of lots that are 100' on the Bay front and only 40'
on the inside - and they are all sold on the Bay foot frontage,
as you know.

It seems to me that if you real estate dealers and other
operators who are working for this company and making your money
off this company, would pay a little more attention to the rights
of the company and to the interests of the company, you wouldn't
get into these arguments, and you wouldn't force me all the time
to watch every one of you and watch every sale that is made, to
keep even my own men from making the best bargains they can for
the purchaser instead of bargains based on the equity of the company.
We want our customers to be perfectly satisfied but when we make a
certain price on a lot that fronts on the Bay, we expect that price
to be based on the Bay frontage, and if there is a mistake on the
mappings on the plat, we expect to recognize it and correct it if
the mistake is on our part, or the customer to correct it if the
mistake is on his side.

This three-foot doesn't amount to a great deal, but it
only shows me that I have to continue watching you as well as the
rest of them, to get the sums that are coming to me.

Now, I would like to have you look at these matters from
my standpoint once in awhile.

Yours very truly,

GCF:R

MB sales

December 19th, 1919.

Fisher Automobile Company,
434 North Capitol Avenue,
Indianapolis, Indiana.

Gentlemen :

Will you please get for us and ship by parcel post if possible (express takes about a month) one hundred of the very stiff letter folders for filing that Miss Hilton has always ordered for me. We cannot get them down here at all and need them badly.

From all reports, you are having a regular Winter up there. It is just like June here - and a week or so ago was a little too hot, if anything. We are all good and busy and it looks as tho' the Winter will be a profitable one. We have already sold two pieces of property - and our real estate actual sale doesn't usually commence until January.

Hope you all have a good Christmas - and with kind regards -

December 31st, 1919.

J. H. McDuffee :

MB sales

... M e m o ...

Robert Eades is on his yacht - the "ZAZA" - at the foot of Ninth Street, Miami. I think in a week or two he will be sick of the "ZAZA" and will buy residence property. Put some of your men on him and let them call on him and get acquainted.

Carl G. Fisher.

CGF:R

Ad copy 1920

MS sales

The completed program for Miami Beach development calls for : miles of bulkheaded water front, and for approximately fifteen miles of street car service. Practically every lot at Miami Beach will be within two or three blocks of the street car line - and while we are mentioning street car lines, don't forget that at the present time the City of Miami Beach is served by the finest electric railway system of any city in the United States, regardless of size or age. The bulkheaded water front of Miami Beach is destined to be the most beautiful water frontage of any city in the world. Our restrictions make it impossible for fish houses, unsightly boat-houses, lumber yards and other unsightly obstructions on our water fronts. We have one location of 1200 feet of water frontage for a boat-house and supply yards. We have several special unloading stations for various materials for the construction of buildings on the peninsula.

The entire Miami Beach peninsula is subdivided into areas - and the best street numbering system of any city in the world is now being installed at Miami Beach.

At the present time there are approximately 50 miles of oiled, smooth surfaced roads at Miami Beach. The entire development will have approximately 100 miles of roadways. At the present time the City of Miami Beach has more oiled and paved streets than any city of its size in the world. It has the largest investment in residential property of any city in America of its population. With the exception of only two cities in the United States, Miami Beach has the largest amount of taxable property of any city of its population.

The Drawings -

Miami Beach now has the finest hotel in Florida - and construction on the finest theatre in Florida has been started. Miami Beach has the finest Polo Fields and Polo equipment of any spot in America.

Miami Beach has two golf courses as good as any others in Florida - and is now building an 18-hole golf course that will surpass any golf course in the entire South.

Miami Beach will have nine miles of the finest bridle paths to be found in any section of the United States, by December first of next season : about 4 miles of these bridle paths have already been constructed.

We have only two smoke stacks on Miami Beach - both oil burners. We claim Miami Beach is the cleanest city in the world - regardless of size or location.

The average price of building lots at Miami Beach is \$5000 ; Within ten or twelve years Miami Beach, if it maintains its present standard of progress, will have taxable property of between \$25,000,000.00 and \$50,000,000.00 - and hundreds of lots today sell at \$5000 and will be worth from \$25,000 to \$50,000. Any man who can afford to own a \$2500 automobile can afford to own a building lot at Miami Beach - and the building lot is a very much better investment. Hundreds of men who cannot afford to own an automobile should put their savings in a Miami Beach lot, as we do not know of any spot in America where there will be in the near future such a large demand for residence and business sites . There are only 3000 acres in all at Miami Beach - many homes will be built here on as much as 5 and 10-acres of ground - so that a safe estimate would figure that less than 3000 people will own all of Miami Beach within the next

two or three years. There must be two or three hundred thousand people in the United States who will want a piece of this property. Just what they will pay for this property in the future remains to be seen. We have already seen more than 700 lots at Miami Beach sold for two, three and four times the price that they sold for three or four years ago. No other property in Florida begins to compare with the advance in value that will follow the development of Miami Beach.

MB
Sales

January 14th, 1920.

Mr. Warner,
Miami Metropolis,
Miami, Florida.

Dear Sir :

We have been holding up a few sales that have been almost closed for a couple of days, in order to get to you with some completed information. Since the first of January more than a half million dollars in real estate has changed hands on the Beach - and we really haven't any record of a large number of sales that have been made personally on the lower end of the peninsula - but some I have heard of would run these figures up to at least \$150,000 more than I have stated. The figures I am giving you are sales that have been made, closed, and cash deposited on them. The buildings I am giving you have been started and unless something unusual in labor conditions stops them, will go thru and be finished.

We think that this is the most remarkable development for a new city the size of Miami Beach that we have ever heard of - but we don't want to be over-confident or overly noisy in our statements. I think, however, that such sales as the Hanan and Stutz homes should be commented upon in your paper as front page information. I don't mind telling you, and you can use the information, that the John H. Hanan home was sold to Mr. F. A. Seiberling, President of the Goodyear Tire & Rubber Company of Akron, Ohio. Mr. Seiberling, as you know, is also building, eighteen miles south of the city, a very beautiful island on which he will have a 5-hole Golf Course, his own boat harbor, his own handsome residence, garage, ice plant, etc, and will commute between this island and Miami in a 30-mile express cruiser.

One of the handsomest sales we have made this week was the residence on Collins Avenue to one of the most prominent citizens of Miami. For a few days, however, he has asked to have his name withheld from this sale, altho' the sale has been closed and we have received his \$10,000 deposit on same.

We would like you to prepare a series of advertisements for us from the material we have given you - and we particularly want to request the people of Miami to become interested in our property over here. For some reason or other, we have never had many investors from Miami, and we are quite positive that they are overlooking some of the best residential property and property which is going to enhance quickly in value. It goes without saying, however, that we have a considerable number of other investors from Miami who are making money from this property that the interests of the two cities will be more closely welded together and it will be better for harbor plans and all other plans for the good of the community if our two cities do get together.

We have sat for two years and watched the building and sales program of Miami considerably exceed the things that we were doing on the Beach - but just now we think we have stepped quite forcibly into the lead, and we are going to try and maintain this lead. We want to be careful not to mention anything in our advertising that would antagonize the people of Miami, or get the prominent real estate holders there to feel that we were antagonizing them. There is really just a limited amount of desirable property both at the Beach and in Miami for the population that these two towns will have in the next ten years, and in our estimation both cities will greatly benefit by their close co-operation.

Yours very truly,

CGF:R

THE MIAMI HERALD

MIAMI, FLORIDA

6 February, 1920.

Mr. Carl G. Fisher
Miami Beach, Florida.

Mr dear Mr. Fisher;

In response to a request from the management of the Miami Herald a few days ago I endeavored to have an interview with you in regard to the Miami Beach-Herald interests. You requested Mr. McDuffy to discuss the situation with me. Mr. McDuffy was most kind but in turning me over to a third gentleman rather gave me the idea that you did not quite understand the nature of my call.

I am sure, in so doing, that you did not understand that the Herald had placed the matter in my hands, not as one of its reporters, but rather in consideration of my professional experience as publicity writer for the American Red Cross in Europe. Their publicity problems have been, on a large scale, what yours are. And I should say that the solution would be along the same lines.

But under these circumstances you will readily understand that I wish to go over the situation with you personally. I see no reason why we cannot arrive as a solution satisfactory to both interests, if you so desire.

If you wish to set a time for such an interview I shall be glad to call at your office again.

Sincerely yours,

(Mr.) *Marjory Stoneham Douglas*
Associate Editor.

10 Recd

April 6th, 1920.

Mr. Cecil G. Fowler,
Fowler National Bank,
Lafayette, Indiana.

Dear Cecil :

I enclose you copy of a sales report of the 5th, showing that sales out of this office are still strong. In addition to this total of \$1,250,000.00, we have sold \$100,000.00 worth of the Alton Beach Company's property in the City of Miami, and we have sold \$150,000.00 worth of property out of this office for the Miami Beach Company.

The big sale of \$75,000 which we expected to make today for the Bay Shore Company was closed up with Snowden for his improved property just south of our Ocean front property which is unimproved. Snowden got \$250 a front foot for 500 feet of his property. We offered to sell them 500 feet of our unimproved property, with improvements to be added later, at \$150 a front foot. This is the biggest single sale that has happened on the Beach - but the total sales of property out of our office totaling \$1,250,000.00 were considered a record for any real estate company in the United States, since January 1st - and property is still active.

If any of your folks want any more of the Hotel stock or of the Bay Shore Company stock, let me know within the next thirty days. I am only going to sell \$300,000.00 more of the Bay Shore Company, which will carry it thru, and by the middle of next season we can easily sell a half million dollars worth of Bay Shore Company's land.

I let a contract yesterday for about \$30,000.00 worth of excavating on the Peninsula Terminal Company property, which is necessary to allow the Steamship "Miami" to come in.

Yours very truly,

CGF:R

Sales

April 7th, 1920.

Mr. James A. Allison,
Allison Experimental Company,
Indianapolis, Indiana.

Dear Jim :

I enclose you a copy of the sales yesterday, in which you may be interested and which will give you some idea of the activity that is continuing into April. This gives a total out of this office, up to yesterday, of over a million dollars for the Alton Beach Company here on the Beach; \$100,000.00 for the Alton Beach Company in the City of Miami; and \$242,000 worth of the Bay Shore property which we sold out of this office; also \$150,000.00 worth of the Miami Beach property which was sold out of this office - or a total of about \$1,500,000.00 worth of business out of this office since the first of January, which is some record. John has almost reached \$800,000.00 in sales and the Miami Beach Company have done about \$350,000.00.

We lost a big sale yesterday to a niece of Carnegie's of a \$75,000 piece of our unimproved property north of Snowden's. After considerable figuring they decided to buy five lots of Snowden's, which they did, paying \$250 a front foot for 500 feet. This crowd are considering a residence on this piece of property which they just bought from Snowden. They are also looking around for a piece of property to purchase on which to build a million dollar school for children. They have already selected a site near Fort Myers, but they like this place so much better that they are considering changing their plan and bringing their school here.

I am enclosing you a memorandum of the Lincoln Hotel property in which I think you might be interested if you have any loose cash that you want to invest on a net basis of 12%.

I have received word from our man in the Bahamas and they are all set to go ahead with the trip, with some good prospects of finding these birds about the 23rd of April.

Yours very truly,

CGF:R

MB sales

May 10th, 1920.

Mr. Cecil G. Fowler,
c/o Beschler Hotel,
Columbus, Ohio.

Dear Cecil :

The man's name to whom you refer is Olaf Erickson. He just passed thru Savannah yesterday and will probably be in New York within a week.

Now regarding the telephones : I don't know anything about the price on telephones or doors either - but I do know that John Levi is alright and is as careful as he can be, but everything down here is higher priced than at home and probably the telephones had to be purchased thru some electrical company here - but if you will give John Levi an open hand to go ahead and finish your house, I bet my leg up to the knee that you will get it done and ready to occupy and that you will save anywhere between five and ten thousand dollars if you stop these changes now.

We are not starting anything new - just finishing up what we have going. Sales, however, continue to go strong and I am satisfied that we are going to have an enormous sale here next year - unless something financial hits the country - and I think if you can make your plans to get down earlier and stay longer that you can be of a lot of help on the Bay Shore sales. We are going to sell a lot of property on the Bay Shore next year up above Snowden's. We have that place all cleared out now and it is certainly beautiful - there are many spots up there ten and twelve feet above tide.

Yours very truly,

CGF:R

MB sales

July 22nd, 1920.

Mr. H. E. Talbott, Sr.,
Dayton, Ohio.

My dear Mr. Talbott:-

When I left Miami on May 15th I had, after a most successful season, \$4,000,000.00 worth of uncompleted trades and sales of property and buildings that I own here in Indianapolis. I had a building program calling for about \$2,000,000.00 to keep our work going there until about January 1st.

The \$4,000,000.00 worth of prospective sales finally dwindled down to about \$1,000,000.00 in sight. While I can get some liberal assistance from the local banks here I must sell \$500,000.00 worth of 7½% bonds on the Flaminge in order to get by without cramping myself. At the present time more than \$500,000.00 has been paid on the Flaminge. The building is 80% completed. The furnishings have been bought and unless something unusual happens the Flaminge will open January 1st.

I am willing to sell these bonds at 90 and if any additional guarantee is necessary, to put additional guarantee back of the bonds. Can you, with any of your trust companies and connections, use these bonds?

Kindly let me hear from you.

Yours -

CCF:EM

So. Norwalk, Ct. 10. 4. 20.

Alton Beach Realty Co.
Miami, Fla.

Gentlemen: Herewith ~~with~~ my check
for 70⁰⁰ for 6 mos. int. due Oct. 12th on lot
12 Bl. 38 Palm View Sub., originally sold to
Walter Harris

Yours very truly
L. H. Woodrich

My dear Mr. Fisher: Upon second thought
concluded to send this to you and ask if you
could to discount remaining 2000⁰⁰ for cash
same as you did with my friend Wm. Ford
for property he bought of you on Belle Isle?

Last spring I made a tentative offer
of 30,000⁰⁰ for Islands #1 & 2 at head of Biscayne Bay
which was turned down owners asking 40,000⁰⁰

Later on however they agreed to accept my offer
but I had then made other investments & tucked
it down, but if I can do you any good in this
connection my services are at your disposal,
gratis.

Hastily, but cordially,
L. H. Woodrich

Played golf a few days ago with my friend
Ford who told me he had rec'd. brochure & had
written to find out rates etc. at Flamingo Hotel

October 6th, 1920.

Mr. G. H. Goodrich,
South Norwalk, Connecticut.

Dear Mr. Goodrich :

Replying to yours of the 4th : We will discount
any of your unpaid notes at 7%.

Regarding the Islands at the head of Biscayne Bay :
Thirty thousand is quite a big price for them, but it isn't a
big price if you want to develop them. Thirty thousand more
or less, one way or another, doesn't make any difference if you
want to go ahead and develop the islands - but in order to develop
them you must, of course, have a considerable amount of land on
the Ocean front for a connection and the land on the Ocean front
must also be developed or your land on the islands won't be worth
a dime. It wouldn't do to have your islands developed with a
swamp land right in front of them.

I am quite sure that I personally have developed all
the swamp land in Florida that I intend to - but I thank you
for calling the matter to my attention. It takes a lot of
time, a lot of money and a lot of patience - and just now
I have no money and no patience.

Yours very truly,

GGF:R

Done 11/6/20

C.G.
We will have to be careful in offering to
discount notes 7% as we have already
discounted some notes and this would
double the discount to 14% on any we
have already sold.

Van

MB sales

November 17th, 1920.

Mr. Stoughton A. Fletcher,
Fletcher American National Bank,
Indianapolis, Indiana.

Dear Stought :

I am enclosing herewith a little resume of operations here, which will give you some idea of how things are going. We have sold fifty thousand dollars worth of property since I arrived, but our selling season is not on until January. We may sell another \$150,000.00 or \$200,000.00 worth in December, but these sales will give us an average of only 25%.

The Street Car Company is running about \$200,000.00 more than originally anticipated on account of extra bridges, extra street lamps, etc - and of course the Hotel is also stepping over the original estimate about \$200,000.00. Our streets, bridges, pole barns, completion of a large number of houses, have also stepped up another \$100,000.00.

We have borrowed considerable money from the local banks here on notes but we have considerable notes left and a large number of other valuable companies that have no obligations. We have just completed the Lincoln Hotel which stands us on our books a little over \$300,000.00. Do you think if we could send you some bonds on this Hotel to the amount of \$150,000.00 that you could sell them for me ?

Our Auditor estimates that between \$650,000.00 and \$700,000.00 will take care of all of our obligations in completing this building program, and of this amount we will probably receive \$80,000.00 or \$75,000.00 from advance payments in real estate during December and early January, and possibly the sale of some of our real estate notes to the extent of \$50,000 or \$75,000.00. If we could sell the bonds on the Fleming Hotel, which is practically completed, and \$150,000.00 worth of bonds on the Lincoln Hotel, we would be in good shape and go thru the season in fine style - and our sales should easily be more than a million dollars for this company along by the first of May.

We have a \$750,000.00 Electric Light & Power Plant, now, which is unnumbered; also the Lincoln Hotel, worth \$550,000.00, which is unnumbered; also the Miami Beach Baths & Casino, worth \$300,000.00 and without liabilities of any kind; and about \$500,000.00 worth of new houses, without liabilities of any kind. In addition, the statement will show that we have several million dollars worth of land and miscellaneous assets.

I don't want to have Jim make any sacrifices if I can help it. If you have any suggestions, shoot them thru. And incidentally, let me know how you are coming with your troubles.

Yours very truly,

CCFR

MB. Sales
1921? 1920?

ENDORSEMENT

More than \$1,500,000.00 worth of property has been sold since the first of January by the Alton Beach Company ; More than \$700,000.00 worth of property has been sold by the Miami Ocean View Company ; More than \$600,000.00 worth has been sold by the Bay Shore Company and the Miami Beach Company since the first of January ; and more than \$400,000.00 worth of property has changed hands by individuals at Miami Beach since the first of January.

Improvements in progress at Miami Beach at the present time reach the staggering total of Three and a half Million Dollars.

A considerable amount of Bay frontage and also Ocean frontage has been sold this year at an average price of \$200 per front foot. Some of the best business men in the United States and men of the very best commercial and business vision have purchased large amounts of Miami Beach real estate :

..... List here

The amounts of these purchases range from \$5000 up to \$50,000.

More than 40 houses are now under the course of construction at Miami Beach. These houses range in price from \$4000 to \$125,000. The architects in Miami are drawing plans now for five very beautiful houses which will be started this season at Miami Beach, the total cost of the five houses reaching over \$300,000.00.

Until January first of this year the City of Miami was probably the fastest growing city in existence, but since January first, this year, Miami Beach has passed their record and now claims to be the fastest growing city in the world, with more improvements for the population than any other city in existence.

Can you imagine what Miami Beach will look like in five years from now ? It is perfectly safe to assume that ten and twelve-story apartment houses and hotels will be standing on lots that are today vacant and selling for \$4000 and \$5000.

Three thousand people will own all of Miami Beach within the next two years. More than eighteen hundred people have already selected their piece of Miami Beach real estate property. We will be glad to sell you your piece. Stop at our office.

THE ALTON BEACH REALTY COMPANY

May 19th, 1921.

Mr. Lyman B. Kendall,
930 Park Avenue,
New York City.

My dear Mr. Kendall :

This is just a memorandum that you will not overlook in considering Miami Beach :

The average earning of a manufacturing plant over a period of three years, and especially the last three years, would not be considered a fair criterion for an earning capacity during the next three years - but certainly the average earning capacity of a real estate sales company during the past three years could be considered as an average for the coming three years. A highly developed real estate development does not have deteriorations like a manufacturing plant, and each sale and each new building on the property add to the whole.

The sales of the 18 months prior to 1920 of the Alton Beach Company alone were over \$600,000.00 ; the sales of 1920 were \$1,800,000.00 ; and the sales of 1921 were approximately \$800,000.00 - and sales continue at the rate of more than \$50,000.00 per month. The prices for 1920 were in some instances 100% more than in 1919 ; the average prices in 1921 were 15% over 1920 ; the average prices of Alton Beach real estate in 1922 will be between 10% and 15% over 1921 prices.

While we have approximately 2000-acres of land to sell, we only need 3000 customers from the entire population of the United States to purchase this land. Our present prices on Miami Beach property are only one-fifth the amount it is necessary to pay for the same desirable locations and views at such locations as Long Island Sound, Grosse Pointe in Detroit, and Lake View, Chicago. The same people who purchase Miami Beach property at \$300 per foot on the water front, and live on this property four to six months, pay from \$600 to \$1000 per front foot for water front property in Chicago, New York, Cleveland, Buffalo and other places, and only occupy the residences in these various cities from three to four months during the season. All things considered, present prices at Miami Beach for water front property are at least 50% less, if not more than 50% less, than at any other spot in the United States where the same general high class conditions govern - and at no other spot in the United States do they have as many miles of good roads, clean beaches, golf courses, tennis courts, etc, as at Miami Beach.

Mr. Lyman B. Kendall. #2 May 19th, 1921 .

Up to the present time more than 150 millionaires, representing shrewd investors, have purchased property at Miami and Miami Beach and built homes. It is a quite safe estimate that the present prices of property at Miami Beach will appear ridiculously low in five years from this date. The assessed valuation for Miami Beach property is as follows :

1917	.....	\$ 647,500.00
1918	.....	832,745.00
1919	.....	2,579,600.00
1920	.....	3,933,700.00
1921	.....will be about ..	6,000,000.00

In 1923 undoubtedly the assessed valuation at Miami Beach will be at least \$ 15,000,000.00, which is only one-third the value of the property.

It is impossible for competitors to encroach on Miami Beach property. It would only be possible to offer competition by an investment of at least \$50,000,000.00, which would require 10 years to spend the money intelligently and get the same results.

Yours very truly,

GGF:R

June 1st
1 9 2 1

Mr. Alfred Borden,
#5 Nassau Street,
New York, N. Y.

Dear Mr. Borden:

I have yours letter of May 27th, and note the very clever advertisement of Mr. Day, and it is clever.

I am familiar with Long Beach as I was asked to be one of the original incorporators of this place a good many years ago. Possibly, Mr. Day is familiar with Miami Beach. I am sending you a set of booklets under separate cover. They are two years old but will give a fair idea of Miami Beach. We have spent ten million dollars on our property since these were printed so they don't begin to give actual photographs of present conditions.

It is possible that Mr. Day has been in Miami Beach recently and knows just what our beach property consists of, however, I am sending you a map under separate cover which will give you an idea of our property and location of same. We have a total of about thirteen miles of water front left unsold. Our three companies have sold over four million dollars worth in three years.

Our terms are 25% down and the balance in one, two and three years. We never sell at option. Our average lot price inside is \$4000.00; average beach lot price is \$8,000.00; average water front price is \$200.00 per foot.

If Mr. Day is a man of large means and wishes to invest, possibly to the extend of three or four hundred thousand dollars, I could offer him a very good investment, otherwise, I do not believe that I would be interested in any property.

Yours very truly,

CGF:EM

Michigan Automotive Trade Association

AFFILIATED WITH NATIONAL AUTOMOBILE DEALERS ASSOCIATION

G. S. GARBER, President
SAGINAW
R. E. FAIR, Vice-President
KALAMAZOO
CLARK GRAVES, Treasurer
LANSING
H. H. SHUART, Secretary
DETROIT
W. D. EDENBURN, Manager
DETROIT



GENERAL OFFICES:
4612 WOODWARD AVENUE
DETROIT, MICHIGAN

Directors

JAMES WOODWARD BATTLE CREEK	GEORGE SIMMONS FLINT
C. A. MITCHELL BAY CITY	G. E. NORTHRUP GRAND RAPIDS
LESLIE SHEARER BENTON HARBOR	GILBERT LOOMIS JACKSON
WALTER J. HEMM DETROIT	F. E. HATHAWAY MUSKOGON
GUY O. SIMONS DETROIT	JOHN CAWWOOD PORT HURON
J. J. TOMPKINS SAGINAW	

November 7, 1921.

Mr. Carl G. Fisher,
Indianapolis, Ind.

My dear Mr. Fisher:-

I understand that there is now Carl G. Fisher Jr as well as Senior. Please permit me to extend sincere congratulations.

May I inquire if the new heir is to be a motor car or speed-boat fan?

I have a friend in Detroit who has been a big real estate operator and as you know, there is a slump here now and he is not extremely busy. In talking to him the other night, I suggested that it might be worth his while to make arrangements with you to handle some Miami property this winter. I do not know what your plans are regarding the real estate in Miami or who you have selling it but as he has handled some very large deals, he might be available and make you a most excellent representative both in Miami in the winter time and in Detroit during the remainder of the year.

His name is Frank O. Hearn and he is a member of Charles W. Burton & Company, 1733 Dime Bank Building, Detroit.

If you are interested in the matter, you might take it up with Mr. Hearn direct or if you care to drop me a line, I will do anything that you may suggest.

With very best personal regards, I am

Yours very truly,

W.D. Edenburn, Manager,
Michigan Automotive Trade Ass'n.

WDE-Y

Mb Sales

Michigan Automobile Trade Association



November 12th, 1921.

Mr. W. D. Edenburn,
4612 Woodward Ave.,
Detroit, Michigan.

My dear Edenburn:

I have your letter of the 7th. I will be very glad to talk to Mr. Hearn if he wants to go down to Miami Beach and work on a commission.

We have all of the permanent organization we want but we could, however, throw a good man a lot of prospects. If Mr. Hearn isn't in a position to take his car down there and see himself thru the season and depend on commission for his profit, I wouldn't care to figure with him.

Year before last we paid one man \$25,000 commission. Our three companies on the Beach - and one man could represent all three of them - sold \$4,000,000.00 worth of property year before last and more than one million last year during the winter season. A real salesman can make real money at the Beach.

I am sending a package of booklets direct to Mr. Hearn.

Yours very truly,

CGF:M

Handwritten signature

72
Hamilton Beach Mfg. Co.

INCORPORATED



Motored Appliances

RACINE WISCONSIN

December 22, 1921 FJO

Mr. Carl Fisher,
Alton Beach Realty Co.,
Miami Beach, Fla.

My dear Mr. Fisher:

Please accept my sincere thanks for the very kind and cordial treatment which you extended to my friend Mr. Woolrich and myself. You certainly made our visit to Miami a very pleasant one. You surely are a royal entertainer and a man after my own heart.

I am also glad to tell you that I feel very happy about my purchase on Miami Beach. I am only looking forward to the time when I can live on my corner. I expect to go to New York very shortly, and will go to Philadelphia to engage an architect. If the plans were ready now, I would proceed at once. If the rest of the outside world only knew what a wonderful place you have, you wouldn't have property enough to go around. I tell my friends that it must be better than heaven, because I can't see how heaven could be as good. It is indeed a privilege to anyone who has the opportunity of purchasing your Beach property. I think some day it will be the most wonderful place on earth.

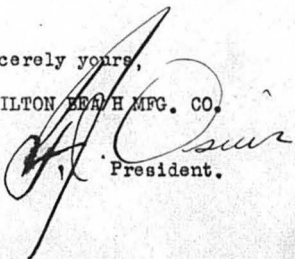
I received your kind favor of December the 19th, in reference to the Theater, and I regret to say that I really am not interested, and I want to thank you for this kind opportunity.

I wish you a Merry Christmas and a Happy, Prosperous New Year. My only regret is that I cannot go in bathing with you and enjoy Miami's wonderful atmosphere.

With Best of Wishes.

Sincerely yours,

HAMILTON BEACH MFG. CO.


President.

January 16th, 1922.

Mr. F. J. Osius,
Hamilton Beach Manufacturing Company,
Racine, Wisconsin.

My dear Osius :

What's the matter with you ? You were
due here about the 17th of the month. Aside from
being a very heavy drinker - looks to me like you are
something of a liar.

We all miss you. We are having good Polo
and good Scotch.

Yours -

CGF:R

Hamilton Beach Mfg. Co.

INCORPORATED



Motorized Appliances

RACINE WISCONSIN
January 27, 1922 FJB

Mr. Carl G. Fisher,
Alton Beach Realty Co.,
Miami, Fla.

My dear Mr. Fisher:

It's 10 below zero, and the sun hasn't shone for a month. Swell climate for dogs and Eskimos. How I do wish I were in Mimi! You can bet your life I will never spend another day of winter in this part of the country. I am not up here to make any more money, but simply to help my associates, who are absolutely helpless in getting this business started. You can believe me there isn't a day goes by that I don't think of your wonderful Miami.

I don't want you to have any hard feelings at what I am going to tell you, because I believe it will be to your benefit to get an outside viewpoint on your local real estate situation. What I am interested in, is filling that Island up with good people, and if I were down there right now, that's what I would be after -- finding purchasers for some of that wonderful property you have -- not for the money there is in it, but to get the Island filled up.

I am going to use Francis E. Whitton's purchase in Miami as a comparison. Let's assume that Chub Palmer got after Mr. Whitton and showed him that corner lot of mine, and asked him for \$60,000 for it, and pushed him just as hard as he did to sell that cocconut grove property for \$62,000. Don't you think that he might have bought Beach property in place of Miami property? Let's assume that you asked \$40,000 for that corner, and gave Chub Palmer \$5,000 to sell it, don't you think that he would have preferred that property to what he got?

Now here is my idea: - Every real estate dealer in the city of Miami is knocking Beach property, which isn't doing you a particle of good. Now, why not get their goodwill - why not increase the selling price of that property, and pay it to them in commissions. I believe in commissions. Why don't you give all the real estate dealers in Miami a banquet at the Casino, get them all drunk, and announce to them a damn good commission. If you do that, you won't need any sales organization of your own at all. There isn't a real estate dealer in Miami that hasn't got the heartiest admiration for you, but the almighty dollar stands between you at present.

Mr. Carl G. Fisher -

1/27/22 FJO

Mr. Arthur told me that they expected to put up a monument for you at some time. Now, that shows their spirit. Why not pay them the money and get their 100% cooperation to sell Beach property.

You may think I am damn fresh to butt into your business, but from an outside viewpoint I think there is something wrong. Why a corner piece of property like mine should be on the market for five years for \$35,000 and never sell? Just imagine, seven lots at \$5,000 dollars a lot! Now there is something wrong, and you have got to admit it. We have got to fill up that Island. Now let's change our policy. You can get as sore as you want to and when I come down we will get drunk over it. I may not be down for a couple of weeks. I'll be in New York next week.

I am having my plans completed and as soon as I have them ready I shall begin building my home, and if it's economical to build, I shall build all four places at once.

Hoping that real estate business is good, and that Miami is crowded, and that your damn hotel is making good money; with kindest regards, I beg to remain

Yours very truly,

HAMILTON BEACH MFG. CO.

J. C. Fisher
President.

*Please talk this over with Mr Arthur
I believe he agrees with me.*

THE ALTON BEACH REALTY COMPANY
OCEAN AND BAY FRONT PROPERTY

OFFICE
MIAMI AVENUE and
LINCOLN ROAD
Address all communications
to the Company

MIAMI BEACH, FLA.

June 26, 1922.

MB sales

Mr. Carl G. Fisher,
727 N. Capitol Ave.,
Indianapolis, Ind.

Dear Mr. Fisher:-

Replying to your letter of June 21st, relative to figures in the Bay Shore Company's statement, beg to state that these figures are caused by our method of accounting on the payment of Income Tax, and are necessary to carry, in order that we pay only that proportion of our tax on the profit derived on each sale as the money is paid in to us.

In order that you may understand this clearly, suppose we make a sale of a lot for \$1,000 that cost us \$200, on which we receive a cash payment of \$250, and balance payable \$250 per year. Our first entry would be a debit to installment sales contracts \$1,000, a credit to uncollected profit of \$800, and unrealized cost of \$200. This would be the entry registering the sale. Now, we receive cash \$250, we would debit cash \$250, and credit realized cost \$50 and realized profit \$200, and this same entry would be made on each payment of \$250 when made. This account for the figures carried in the liability columns in the Bay Shore Company's statements. Because, if we did not carry our accounts in this manner, we would be forced to pay our entire tax on the sale when it was made, when we only receive one-fourth of the money. "Uncollected" and "Unrealized" are synonymous in the books. Same facts apply to the Alton Beach Realty Company.

The sales of the Alton Beach Realty Company have been as follows:

1914 & 1915,	\$30,425.00
1916,	16,825.00
1917,	22,825.00
1918,	41,893.00
1919,	63,813.00
1920,	1,669,842.00
1921,	861,340.00
1922,	196,060.00

Ent. Mr. J. Black Bk.

add 66,000
2903
2,909,073.00 *2969.*

C.G.F. #2.

Sales of the Bay Shore Company, as follows:

<i>cont. Mrs. J. to Black Br</i>	1920,	\$430,000.00	
	1921,	59,700.00	#
	1922, to date,	66,500.00	<u>556,200.00</u>

To this latter figure for 1922, you might add the sale of four lots to Mrs. Jane Fisher, which are only charged to you at cost, but the sales price would be \$16,500 each, or a total of \$66,000.

Yours very truly,

J. O. Vanderen

FOVD:A

P. S. - I have been working with Brown on the land and development cost on Bay Shore realty, and he will give you these figures as you asked him for them and wrote me for the same thing.

Van.

MEMO

March 13th, 1923.

Mr. Carl G. Fisher:-

I am attaching hereto ~~copy of~~ letter received today from Judge Frank Smathers. In order that you might understand this letter a little better it is perhaps well that I say something as to the circumstances under which I was put in jail a few days since.

At the time of the accident to Mrs. Bonny she was in a critical condition and it was very doubtful in the opinion of the Doctors as to whether she would live or not.

Aside from the Operator of the street car, there was only one eye witness to the accident. After we had obtained a statement from him it seemed desirable that he remain in Miami pending the outcome of the accident, since in the event Mrs. Bonny should die it would be very desirable to have this witness at the inquest so as to prevent any possibility of the Operator being bound over for man-slaughter. It came to me that the witness was about to leave Miami and go back North for the summer and in view of the circumstances I paid him a week's expenses to stay in the City. This was - as I remember it - \$20.00.

At the time of the trial last Thursday it came out thru cross examination that I had paid young Greenleaf \$20.00. Without stopping to investigate why this payment was made or when it was paid the judge summarily sent the witness and myself to jail at his pleasure. When I attempted to explain the details of the transaction he very promptly told me to shut up and when Judge Smathers and the other Attorneys tried to do something he threatened to send them all to jail.

I am writing this explanation so that you will understand the later part of Judge Smathers's letter. Personally I am strongly of the opinion that the action suggested by Judge Smathers is very desirable from the stand-point of its influence upon the suit by Mrs. Bonny when it next comes up.

me
I would be glad, therefore, if you would write Judge Smathers ~~a letter~~ in the light of this explanation and advise him what you think of the suggestion.

Ellis
R. L. Ellis

March 24th, 1925

Mr. R. L. Ellis,
Miami Beach Electric Co.,
Miami Beach, Fla.

Dear Mr. Ellis:

Replying to yours of March 13th, also
letter of Judge Smathers; I think that our case has
had severe damages in the eyes of the jury and the
eyes of the public, and certainly I see no reason why
you should not commence suit at once against Judge
Wilson, and I would advise you to make an arrangement
with Judge Smathers to prosecute the suit immediately.

Very truly yours,

Carl G. Fisher.

CGF
MEC

PRICE LIST ON HOUSES

November 20th, 1923.

\$20,000 B-21	- 1660 Meridian Ave.	- 4 Bedrooms, 1 Bath and Downstairs Lavatory, 2 Showers, Living room, Dining room, Kitchen, Garage with Servants Quarters, Rain Water Reservoir.
\$20,000 B-22	- 1670 Meridian Ave.	- 3 Bedrooms, 1 Bath and Downstairs Lavatory, Living Room, Dining room, Kitchen, Garage with Servants Quarters, Rain water reservoir. Lot & a half.
\$22,500 B-23	- 1674 Meridian Ave.	- Same as above - Lot and a half (furnished).
\$22,500 #3 Nolan	- 1726 Meridian Ave.	- 4 Bedrooms, 2 Baths, Downstairs Lavatory, Living room, Dining room, Sun Parlor, Kitchen, Garage with Servants' Quarters, Laundry.
\$24,300 #7 Nolan	- 1733 Meridian Ave.	- Same as above.
\$25,200 #8 Nolan	- 1681 Meridian Ave.	- Same as above.
\$30,000	1817 Washington Ave. (Mrs. Ida G. Fisher -) (Furnished)	- 3 Bedrooms, 2 Baths, Living room, Dining room, 2-car Garage with Servants Quarters (4 bedrooms)- Double Lot.
\$30,000	1111 Meridian Ave.	- 4 Bedrooms, 2 Baths, Living room, Kitchen, 2-car Garage with servants quarters -Double Lot.
\$19,500	Lot 29, Block 1, Mid-Golf <i>21.750 Furnished</i>	- 3 Bedrooms, 2 Baths, and Downstairs toilet, Living room, Dining room, Kitchen, Sun Parlor, Garage with Servants' Quarters and Laundry.
TERMS: 1/3 Cash, Balance 1, 2 and 3 years @ 7%- 5% off for Cash.		
\$30,000	1818 James Street (Mrs. O. D. Odell)	- 3 Bedrooms, Living Room, Dining Room, Kitchen, Garage with Servants Quarters (furnished)
\$25,000	900 Euclid Avenue TERMS: \$10,000 Cash, Balance in 1, 2 and 3 years at 5%.	- 4 Bedrooms, 2 Living rooms, 2 Baths, Dining room, Kitchen, Linen Closet, Garage with Servants room, Bath and Laundry.
\$15,000	1319 Meridian Ave. TERMS: \$5,000 Cash, Balance to be arranged.	- 2 Bedrooms, Living room, Dining room, Sleeping Porch, Kitchen, Bath, Lavatory, Trunk Storage room, Front Porch, Garage with Servants quarters.
\$26,000	Lot 12 of Block 9, Sunset Lake- (Wm. M. Law). TERMS: \$17,000 Cash, Balance payable \$190.00 per month, principal and interest, for six years from June, 1923.	- Porch, Living room, Dining room, Butler's pantry, Service hall, Kitchen, Maid's room, Bath, 3 Bedrooms, 2 Baths, Rear porch and garage.
\$17,500	Lot 10 of Block 14, Sunset Lake- (D. R. Mead)	- 3 Bedrooms, Sleeping porch and one car garage.
\$30,000	Corner Bay Rd. & 22d St. (D. R. Mead)	- 3 Bedrooms, Sleeping Porch, Servants Quarters, Laundry & Garage.
\$50,000	Lot 11, Block 10 Sunset Lake	- 4 Bedrooms, 2 Baths, Downstairs Lavatory, 2 Servants Bedrooms.
\$52,000	Lot 13, Block 10 Sunset Lake	- 3 Bedrooms, 2 Baths, Downstairs Lavatory, 2 Servants Bedrooms.

COMMISSIONS EARNED BY SALESMEN

November 1, 1924, to February 15, 1925

Richard A. Johnson	\$16,222.50
W. H. Work	9,607.50
Fred Sanders	8,471.25
C. E. Poyer	5,925.00
Everett Lay	5,502.50
C. H. W. Read	4,198.75
Hugh S. Larrick	3,842.50
D. J. Luckhurst	1,390.00
George F. Aitken	1,970.83
C. Stanley Snyder	700.00

SALES BY STATES

May 1, 1924, to March 1, 1925

Alabama	\$6,750.00
California	6,250.00
Canada	26,350.00
Connecticut	154,750.00
Cuba	5,750.00
D. C.	49,651.00
England	21,500.00
Florida	1,942,219.73
Georgia	99,750.00
Illinois	231,767.75
Indiana	583,794.00
Iowa	6,500.00
Kentucky	46,000.00
Maryland	50,275.00
Massachusetts	241,509.38
Michigan	139,000.00
Minnesota	69,500.00
Montana	4,525.00
North Carolina	74,400.00
New Hampshire	29,000.00
New Jersey	239,843.00
New York	594,743.93
Ohio	821,050.00
Oklahoma	5,000.00
Pennsylvania	256,837.78
Rhode Island	29,500.00
Tennessee	4,850.00
Vermont	5,000.00
Virginia	7,000.00
Washington	5,750.00
West Virginia	80,805.00
Wisconsin	80,775.00
TOTAL	5,920,596.81

SALES BY SUBDIVISIONS

May 1, 1924, to March 1, 1925

Allison Island	\$25,000.00
Alton Beach Bay Front	521,850.00
Bay View	7,500.00
Beach View	671,243.83
Beach View Add.	932,677.50
Belle Isle	104,840.50
Block 44	18,530.00
Commercial	233,250.00
First Ocean Front	72,775.00
Fisher's First	29,000.00
Golf Course	27,550.00
Island View	18,900.00
Island View Add.	10,500.00
La Gorce Golf	646,572.74
Lake View	413,021.60
Lincoln	666,112.78
Midgolf	95,605.00
Midgolf Add.	23,500.00
Nautilus	219,125.00
Nautilus Add.	255,759.38
Palm View	13,500.00
Pine Ridge	28,007.50
Second Ocean Front	1,071,952.98
Sunset Lake	13,623.00
TOTAL	<u>\$5,920,396.81</u>

MB Sales

March 23th, 1922.

Dear Hal:

The other day when you called up from Macon, I thought it was our real estate broker up there calling me and as I didn't want to talk to him I told them to say I was busy. I later learned that you had been on the phone.

Incidentally, we are doing some business. The Bay Shore and the Alton Beach Company have passed the \$575,000 mark, this includes one contract of \$288,000 for a big hotel north of Snowden's. We only have a small binder on the purchase price but expect the contracts in within ten days with heavy checks to complete the deal. We expect to sell the Caboons a building lot near your place this week. By the way, the peanut people have another engagement with us this week.

Yours,

P.S. - From some of the remarks I have heard, I think we made a mistake by having Fleischmann and the professionals here this year, also I am almost in despair about Cooley. The latest thing is a \$200.00 gambling check on which he stopped payment. Frenchy, the bootlegger, endorsed the check and had to make good the loan. Cooley must leave a string of debts behind him all over the country, and possibly some of the fellows down east don't want to assume additional obligations for playing polo here. What do you think?

Mr. Hal Talbott Jr.
c/o Dayton Securities Company,
Dayton, Ohio.

CGF:LEO

UB sales

May 19, 1922

Mr. Cecil Fowler
Fowler National Bank
Lafayette, Indiana

My dear Cecil:

Replying to yours of the 17th, the deal we made with Mr. Stoltz which fell down is about as follows:

We sold Mr. Stoltz 3,500 feet of Ocean Front property extending through to Flamingo Bay at \$86 per front foot, which is just half the price that we are selling it in small partials to individuals. We agreed to put in the road and a concrete bulkhead, telephone line and power line to the property. We also agreed to extend the street car line on the opposite bank of Flamingo Bay to a point opposite the hotel during the hotel construction.

We further agreed to make a net price of \$100 per front foot on 3,500 feet of property on the west bank of Flamingo Bay and, with no investment on Mr. Stoltz's part, to give him one half the net sale price over and above \$100 on the west bank of this shore.

The road on the Ocean Front property will split the property in the middle making two frontages ~~on~~ ^{on} the other words, 7,000 feet of water front.

The building of the hotel will immediately make this water front property worth \$200 per foot. We are selling this water front now at \$165. There should be a profit of something like \$225.00 on the sale of this property on the two banks. It may take four years to consummate this deal and sell off the real estate, but it surely will sell in four years which should give a profit to the hotel company of something like \$700,000 on an investment which we figure at about \$1,000,000 for the hotel company. In the meantime, the hotel company will earn twenty per cent, at least, in the investment. It is an unusually good deal I think and conservative.

We are satisfied that within three or four years the west bank property, which is 400 feet deep, will bring \$300 per front foot and if a part is held and sold at this increased value it should very much increase the earnings of the hotel company.

I am sending you a map with the parts marked which we are figuring on.

The improvements which would be our part of the contract would about use up all the money paid us for the property and would, of course, give us considerable assistance in selling other property in the neighborhood.

Now that the Stoltz deal has fallen through, we are unusually anxious to interest some one else in this proposition.

Yours very truly,

256 ACRES OF GOLF COURSE SURROUND THE
MID-GOLF SUBDIVISION -A HALF MILE IN
EVERY DIRECTION OF BERMUDA GRASS CARPET
FOR YOUR FRONT YARD

MB sales
1921

The Golf Course land on each side of the Mid-Golf Subdivision is dedicated for 20 years for the use of Golf players.

A 70-foot street separates the lots from the face of the Golf Course. This street will be paved, side-walks put in, and landscape work all done for our purchasers, with water and electric lights added, at no extra cost.

We only have 49 lots left in this Subdivision and we want to sell them this week. Price is \$4000 for inside lots and corner lots \$5000 -up.

No other Subdivision in the world has ever been offered to equal this one.

The streets, paving and lights have not been put in at this writing. This work, however, will be done this Summer and any purchaser of one of these lots who is not satisfied with his purchase on viewing same on the first day of December, this year, may come to the office of the Miami Beach Bay Shore Company, the Miami Beach Improvement Company or the Alton Beach Realty Company and get his money refunded at 4% interest on same from date of payment.

This is the way we sell real estate.

Prices are all marked in plain figures. We have enough faith in this Miami Beach peninsula ourselves to have invested over five million dollars in less than 3000-acres.

About 3000 people are going to own this 3000-acres in the next three years, and it is quite safe to say that 150,000 people are going to try to purchase some of these lots within the coming 5 years. Just what the 3000 people who own the ground are going to sell it for to the other people who want it, is problematical. But the Alton Beach Company, the Miami Beach Improvement Company and the Miami Beach Bay Shore Company advance their prices from 10 to 15% per year while these sales are in progress. This is quite a protection to our customers. Our customers, of course, have the entire option of advancing their prices as much as they see fit.

MIAMI BEACH BAY SHORE COMPANY

For Information - See

MIAMI BEACH IMPROVEMENT COMPANY
Thomas J. Pancoast.

THE ALTON BEACH REALTY COMPANY
J. H. McDuffee.

SALES OF THE CARL G. FISHER PROPERTIES

BY SUBDIVISIONS

May 1, 1925, to June 1, 1925.

Beach View	110,000.00
Beach View Add.	37,601.00
Block Forty Four	8,656.00
Fisher's First	492,660.00
La Gorce Golf	158,500.00
Lake View	481,687.50
Nautilus	28,500.00
Nautilus Add.	95,600.00
Pine Ridge	<u>10,965.00</u>
TOTAL	1,419,188.50

SALES OF THE CARL G. FISHER PROPERTIES

MB
Sales

BY STATES

May 1, 1925, to February 1, 1926.

Alaska	\$13,200.00
Canada	41,400.00
D. C.	20,000.00
Florida	4,544,507.68
Georgia	22,000.00
Idaho	13,200.00
Illinois	155,200.00
Indiana	395,750.00
Kentucky	64,000.00
Massachusetts	177,500.00
Michigan	133,650.00
Missouri	215,000.00
New Jersey	171,350.00
New York	365,900.00
Ohio	608,832.50
Pennsylvania	224,900.00
Tennessee	48,000.00
Virginia	44,000.00
West Virginia	54,000.00
Wisconsin	60,000.00
Total	<u>7,372,390.18</u>

SALES OF THE CARL G. FISHER PROPERTIES

BY SUBDIVISIONS

May 1, 1925, to February 1, 1926

Beach View	\$ 260,870.00
Beach View Addition	295,101.00
Block C	235,000.00
Block 44	3,655.00
Fisher's First	516,160.00
Garden	420,000.00
Golf Course	31,250.00
Harbor Terminal	1,614,320.00
La Gerce Golf	883,656.68
Lake View	1,041,662.50
Lincoln	35,000.00
Midgolf	14,500.00
Midgolf Addition	32,500.00
Nautilus	342,725.00
Nautilus Addition	163,350.00
Nursery	40,000.00
Pine Ridge	10,965.00
Second Ocean Front	1,504,075.00
Sunset Lake	<u>36,000.00</u>
Total	\$7,372,390.18

THE CARL G. FISHER PROPERTIES

COMMISSIONS TO SALESMEN

May 1, 1925, to February 1, 1926.

Richard A. Johnson	\$47,080.26
Hugh S. Larrick	26,544.97
C. H. W. Read	18,526.63
C. Stanley Snyder	16,392.50
Everett Lay	9,175.00
W. H. Werk	7,171.66
George Marbut	4,322.50
George Austin Moore	2,371.00
Fred Sanders	533.33

11

THE CARL G. FISHER PROPERTIES
COMMISSIONS TO FISHER SALESMEN FROM
MAY 1ST 1925 to MAY 1ST 1926

③
MB Sales

Richard A. Johnson	\$69,787.89
C. H. W. Read	24,162.50
Hugh S. Larrick	17,202.50
Everett Lay	16,550.00
C. Stanley Snyder	13,650.00
Geo. C. Marbut	9,697.50
W. H. Work	8,915.00
Fred Sanders	3,550.00
F. E. Bastian	887.50

May 24, 1926

Mr. C. W. Chase, Jr.

Miami Beach, Florida

Gentleman:

In regard to the Ocean Front House, I think I had better finish it up first and look at it. In the mean time it is not for sale.

Your list of commissions made by salesmen is quite interesting. Johnston seems to be running under wraps.

CGF:JVD

Very truly yours,

Alaska -----	\$13,200.00
Canada -----	41,400.00
District of Columbia -----	20,000.00
England -----	102,432.00
Florida -----	4,224,819.81
Georgia -----	38,200.00
Idaho -----	13,200.00
Illinois -----	128,200.00
Indiana -----	407,150.00
Ireland -----	12,804.00
Kentucky -----	64,000.00
Massachusetts -----	190,700.00
Michigan -----	133,675.00
Missouri -----	215,000.00
New Hampshire -----	33,000.00
New Jersey -----	313,800.00
New York -----	368,650.00
Ohio -----	636,532.50
Pennsylvania -----	223,600.00
Tennessee -----	48,000.00
Virginia -----	44,000.00
West Virginia -----	54,000.00
Wisconsin -----	80,000.00

\$ 7,380,363.31

Beach View -----	\$262,869.50
Beach View Add. -----	295,101.00
Block C -----	235,000.00
Block 44 -----	3,655.00
Fisher's First -----	516,160.00
Garden -----	111,000.00
Golf Course -----	31,250.00
Peninsula Terminal -----	1,829,781.00
La Gorce Golf -----	697,656.68
Lake View -----	1,069,687.50
Lincoln -----	35,000.00
Mid Golf -----	14,500.00
First Add. to Mid Golf -----	32,500.00
Nautilus -----	382,725.00
Nautilus Addition -----	163,350.00
Nursery -----	40,000.00
Osborne Tract -----	9,087.63
Pine Ridge -----	10,965.00
Second Ocean Front -----	1,604,075.00
Sunset Lake -----	<u>36,000.00</u>
	\$ 7,380,365.31

SECOND PAYMENT BLUES.

To the tunes of "Remember," "All Alone" and "What'll I do?".

(To the tune of "Remember.")

When I went away
One day in May
To Biscayne Bay ---
Remember?
A gabby young chap
Showed me a map ---
He was no sap --
Remember?
He showed me a spot;
I bought the lot;
It then was mine,
But now it's not,
And that was because
There was one clause
That I forgot to remember.

(To the tune of "All Alone").

I pulled a bone,
But I'm not alone --
There are many more like me;
Out of luck ---
Not a single buck --
For my second payment I am stuck,
They took me out and they made me see
What it's going to be,
But it's just a gag
For you to strike a snag
And you hold the bag,
All alone, too!

(To the tune of "What'll I do?")

What'll I do?
It can't be true my second payment's due --
What'll I do?
I know a guy
That I could sell it to,
But he's a Jew --
What'll I do?
What'll I do with just an I.O.U.
To tell my troubles to?
Take it from me, I'm through!
I've got the second payment blues!
What'll I do?

By L.C.

MB Sales
Leo Carillo
to
Carl Fisher
1927

LAW OFFICES
BURWELL, BARRETT & SIBLEY
901-5 SECURITY BUILDING

Osius

PHONE 5458

WM. H. BURWELL
CHAS. F. BARRETT, JR.
MARION E. SIBLEY

P. O. Box 1155
MIAMI, FLORIDA

July 9, 1927.

Mr. Carl G. Fisher,
Montauk, N. Y.

Dear Mr. Fisher:

Your telegram of the 5th was received while I was out of the office, but one of my partners, Mr. Sibley, immediately wrote Mr. Osius that we would be glad to be of any service in our power. I have talked with several parties here, and am doing all that I can in the matter suggested by you. I cannot understand the spirit that prompts this action by the County Attorney.

Be assured that we will be glad to do everything that we can to comply with your request and aid Mr. Osius.

Yours very truly,

W. H. Burwell

W. H. BURWELL.

✓

WHB:ALH

Osius

July 12, 1927.

Mr. Fred Csius,
Miami Beach,
Florida.

Dear Fred:

Enclosed find copy of letter
from Shutt. We sent numerous
telegrams down there trying to help
you out and I am anxious to know
what happened. Drop me a line.

Yours,

CGF:T

CLASS OF SERVICE

This is a full-rate Telegram or Cablegram unless its character is indicated by a symbol in the check or in the address.

WESTERN UNION

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

SYMBOLS

BLUE	Day Letter
NITE	Night Message
NL	Night Letter
LCO	Deferred
CLT	Cable Letter
WLT	Week End Letter

The filing time as shown in the date line on full-rate telegrams and day letters, and the time of receipt at destination as shown on all messages, is STANDARD TIME.

Received at

70 MAIN ST., HEMPSTEAD, N.Y.

139N AMU 50BLUE

MA MIAMIBEACH FLO 843P JUL 17 19 27

CARL G FISHER

PORT WASHINGTON NY

999 mi Reed.

MY DEAR CARL I RECEIVED A YEAR SENTENCE ON THE
WEAKEST TESTIMONY EVER PLACED BEFORE A JURY I WILL WRITE
YOU FURTHER DETAILS WE HAVE APPEALED TO SUPREME COURT COX
PAPER HAS BEEN AGAINST ME ALL THROUGH TRIAL PLEASE ASK
COX TO PUBLISH BAIN MILLERS STATEMENT ON FIRST PAGE OBLIGE

FRED OSIUS

9 39 P

Stone 180 Port Wash.

Telephone No.	Port Wash 999
Telephones to	Reed
Time Delivered	1006P (RPTD)
By	GIM to be Mailed
Attempts	By 955P
to	
Deliver	

C O P Y

Delivered by J. A. Walker Personally

July 18, 1927

Mr. Fred Osius
Miami Beach
Florida

My dear Fred:

I have written Dan Mahoney as per copy herewith.

All of the evidence I have received seems to point to an accident which was unavoidable. I have suggested two or three times that the car be fished out of the bay, which I suppose has been done by this time, and that possibly the steering gear would show that after you hit the street car track your steering gear was out of commission. At any rate, it seems to be perfectly plain that you did not jump into the Bay intentionally.

Justice in America is more or less of a joke. This is probably the first time you have run up against it where it really meant something serious. I would advise that you appeal the case to the Supreme Court and keep on fighting. If the grafters down there find out you are going to fight the case through and that they have not a chance to make a nickel they will drop the case.

Whatever you do, do not offer to settle or pay anybody; this will be a fatal step. I will send Mike Glenn who is chief of our detectives, down right away if you think there is a chance of him being of any help. He might be able to dig up something that will do you some good. You can at least depend upon him as a good man who will do all he can for you.

When Mr. Cox and Mr. Mahoney got into a lot of trouble up at Canton they asked ofr Mike to come up, and help them out and I sent him there, with the result that he did help them to a large extent in clearing up a very difficult situation. I don't know just what he will do for you, but he will do all he can. Do not hesitate to give him every slant you can on the situation.

Wire me if you want him.

Yours,

CGF:JD

CLASS OF SERVICE

This is a full-rate Telegram or Cablegram unless its character is indicated by a symbol in the check or in the address.

WESTERN UNION

SYMBOLS

BLUE	Day Letter
NITE	Night Message
NL	Night Letter
LCD	Deferred
CLT	Cable Letter
WLT	Week End Letter

NEWCOMB CARLTON, PRESIDENT

J. C. WILLEVER, FIRST VICE-PRESIDENT

The filing time as shown in the date line on full-rate telegrams and day letters, and the time of receipt at destination as shown on all messages, is STANDARD TIME.

Received at 158 MAIN ST. PORT WASHINGTON, N.Y.

N62 24 BLUE.MA MIAMIBEACH FLO JULY 21 1214P

CARL G FISHER.

PORTWASHINGTON LI NY.

DEAR CARL THANKS HOLD GLEN I WILL SEE YOU ABOUT TEN DAYS
DAILY NEWS WAS DIRTY WILL PROVE THIS TO YOU AM APPEALING
CASE.

FRED. 117P.

PW 9.48
1.20p
RCG
J. L. G.
file

Miami Beach, Florida,
August 7th, 1927.

Mr. Carl G. Fisher,
Port Washington, L. I.

My dear Carl:-

very kind

I received your letters and I appreciated them very, very much. I think the best thing for me to do is to explain the whole situation when I get up there. It was such a terrible, unfortunate, unavoidable accident. We were traveling 30 miles an hour, which means 120 seconds a minute or 48 feet a second. Now there was another car, a blue Mormon, which completely cut me off, in fact ran right in front of me. I tried to avoid it, realizing the other difficulty that I was running into. It was only 32 feet between the tracks and the water, which was a fraction of a second. In an instant we were in the water. It seems strange, but it was the first time I ever had my top up. It seems that this accident simply had to be. An Astrologist in New York told me in December that I was going to have an accident in June, and I only laughed. Miller also had dreams of such an accident happening five weeks before it did happen. This was the first auto accident I ever had in my life time. I have never been arrested for speeding or for any other reason. Mr. Bain Miller is one of my very best friends. To prove to you his friendship, the night of the accident after he came from the deathbed of his wife and little boy, he went to his relatives home; some one came and told him I was out at the Stockade, he wanted to know why I was put in the Stockade and insisted upon coming right out. They did not want to bring him out because he was prostrated and completely exhausted, but he told them unless they took him out he would walk out. He came out to the Stockade and, with two great big sheriffs standing by our sides, put his arm around me and tried to cheer me up, telling me it was absolutely unavoidable, and that I did do everything possible to avoid it. He got on the stand and swore the accident was unavoidable. I think he is one of the most marvelous men I have ever met, even if he is a Jew. In my 47 years of experience, I have never met a man like him.

Of course all the papers all lied about me. Jim Cox' paper is one of the crookiest, lowdown sheets that is printed on earth.

They just simply lied, lied. It's too bad that a paper like this is allowed to exist, but then it can't be helped, that is the only method they have to sell their old rotten paper.

I expect to be in New York sometime next week, and I am going to call on you. These are the things that I would like to discuss very much - particularly with you and Frank Shutz.

I do not think I had the right Attorneys. The Attorneys that I have now are the very best that I have ever met in the United States and if I were you I would handle all my work through this firm; that is particular work, and that's the firm of Stokes and Calkins.

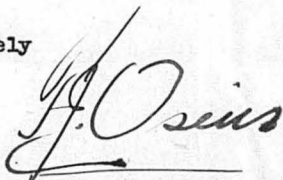
Of course, you know I would not care to get the enmity of Frank Shutz for the world, but I think as soon as he hears of the different circumstances in the case, he will be very glad to relieve me and permit me to employ any Attorney I care to without holding any feeling against me. Now my dear Carl, I want to thank you again for your very, very kind interest shown in my behalf and please pardon me for not replying to your letters sooner, because this is the first day I am really myself.

The whole thing seems to be a sort of a holdup game and these are the things I would like to explain to you when I get to New York.

With kindest regards to both you and Margaret and hope that you will forgive me for not replying sooner,

I bet to remain,

Sincerely

A handwritten signature in cursive script, appearing to read "J. O. Owens". The signature is written in dark ink and is positioned below the typed word "Sincerely".

MIAMI, FLORIDA — *The Land of Palms and Sunshine*

MIAMI PALM FÊTE

Sponsored by

CITY OF MIAMI AND CHAMBER OF COMMERCE

JANUARY 2, 3, 4, 5, 6, 7, 1928

November 23, 1927

Dear Friends and Red Blooded Miami Citizens:

The City of Miami and Chamber of Commerce thru support of large transportation companies and business organizations are going to make a gigantic effort to bring to our City the week of January 2nd, 1928, the representative editors and writers of the North, to join us in celebrating the completion of our 300 million dollar improvements, and, to prove to them beyond a question of doubt, that Miami is going on building, manufacturing and pushing forward with such strides as will surely make this City one of the grandest business and play grounds in the world.

During the Palm Fete week we will stage the landing of Columbus, who will be met by a tribe of Seminole Indians, together with gorgeous firework displays, street dancing, a general line up of high class entertainment and a gigantic parade, consisting of decorated floats for the trades, fraternal, and civic organizations of Miami. You are invited to assist and cooperate in making this event a real success by entering a float, or a decorated automobile in the Columbus day pageant, on Wednesday, January 4th, 1928. Prizes for these floats and decorated automobiles will be as follows:- Real flower decorations on float or automobile, 1st Prize \$300.00, 2nd \$150.00, 3rd \$100.00; artificial flower decorations, 1st Prize \$300.00, 2nd \$150.00, 3rd \$100.00; trades floats 1st Prize \$300.00, 2nd \$150.00, 3rd \$100.00; fraternal, or civic floats 1st Prize \$300.00, 2nd \$150.00, 3rd \$100.00. The grand prize winner of all entries will receive \$500.00.

Take advantage, "right now", of this golden opportunity and show Miami's resources to our influential guests.

For further information call A. T. WRIGHT, Director-Genreal, Real Estate Building, Phone 38520.

E. G. SEWELL
Mayor of Miami

JUDGE W. H. BURWELL
President, Chamber of Commerce

MIAMI, FLORIDA — *The Land of Palms and Sunshine*



Executive Committee

E. G. SEWELL <i>Mayor of Miami</i>	JUDGE W. H. BURWELL <i>Pres. Chamber of Commerce</i>	H. H. MASE <i>Chairman Pub. Board, Miami Chamber of Commerce</i>
LOU J. CONANT <i>Ex. Vice-Pres. Miami Chamber of Commerce</i>	J. C. KNIGHT <i>City Commissioner</i>	J. N. LUMMUS <i>City Commissioner</i>
C. H. REEDER <i>City Commissioner</i>	H. E. PLATT <i>City Commissioner</i>	F. G. RAYLEY <i>Rayley-Milam Hdw. Co.</i>
S. D. MCCREARY <i>Mgr. El Comodoro Hotel</i>	NORMAN GRAVES <i>Gen. Mgr. Baker & Holmes</i>	ELI McDONALD <i>Pres. Eli McDonald Furn. Co.</i>

A. T. WRIGHT
Director General of Pageantry and Parade, Real Estate Bldg., Phone 38520

Committees

<p>STREET CONTROL Welton A. Snow, <i>Chairman</i> Leslie Quigg H. H. Arnold</p> <p>INVITATION COMMITTEE E. G. Sewell W. H. Burwell</p> <p>HOTEL ACCOMMODATIONS W. N. Urney William R. Chandler Gus Muller Joseph R. Greaves George W. Moore</p> <p>FIREWORKS Charles Hannonck Roger Carter Leonard Spach Dennis Dooley Joe. S. Rainey</p>	<p>PAGEANT</p> <p>Lt. Col. L. E. Goodrich William R. Chandler Dale James A. A. Ungar C. Ed. deBrauwere J. E. Junkin, Jr. Virgil Ector L. A. Jones Carl Losey H. D. Tyler George E. Whitten Guy Stoms R. M. Miller W. W. Culbertson A. N. Brady H. G. Retalick H. E. Mangels A. E. Fuller Joe Frank James Donn Robert Marshburn Maj. Kittell Dave Webb Maj. Geo. Blair Frank Smathers Harvey R. Payne Col. G. M. Duncan</p>	<p>DECORATIONS H. H. Hyman R. V. Waters B. B. Freeland Robert Greenfield</p> <p>ENTERTAINMENT Mark German John Carlisle George R. Hilty Lee Chase C. R. Johnson P. J. Bonebrake R. B. Burdine Robert Pentland Paul B. Wilcox</p> <p>MOON DANCE Claude Pullen J. E. Lind Adrian McCune J. E. Yonge Stuart Hall Joe Reilly A. W. Ziebold John Sewell L. L. Sertel Whitney Spiegel Jack Pero</p>
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June 4, 1923.

Mr. Ben Shepard,
1104 Bank of Bay Biscayne Bldg.,
Miami, Florida.

Dear Ben:

I have yours of the 27th. When I talked with you regarding the Pen Terminal position, I wanted to convey to you that there is a possibility of considerable more salary than \$5,000 a year, when and if our plans come through on the Pen Terminal property. At the present time, however, it is necessary for us to keep our overhead down until such time as our bank account will allow expenses.

In the past we have been fortunate in helping our best assistants to make considerable more than their salaries, and I was in the hopes that I might get you in on the job in such a way that you could eventually make your profit with the balance of the stockholders. It has never been a part of our policy to pay large salaries but to select certain individuals in our company who could and should be helped to make more than their monthly salary check.

I realize you have been earning a great deal more money than this and that you are worth more money -- even to the Pen Terminal Company you are worth more. The job is one which I think peculiarly fits a great many of your best qualities and your training and if you could accomplish what we are trying to do I think an addition to your salary at the end of a couple of years of \$25,000. as a bonus in either land or our stock would be entirely satisfactory. Of course, if you have a position where you

June 4, 1929.

Mr. Ben Shepard,
1104 Bank of Bay Biscayne Bldg.,
Miami, Florida.

Dear Ben:

I have yours of the 27th. When I talked with you regarding the Pen Terminal position, I wanted to convey to you that there is a possibility of considerable more salary than \$6,000 a year, when and if our plans come through on the Pen Terminal property. At the present time, however, it is necessary for us to keep our overhead down until such time as our bank account will allow expenses.

In the past we have been fortunate in helping our best assistants to make considerable more than their salaries, and I was in the hopes that I might get you in on the job in such a way that you could eventually make your profit with the balance of the stockholders. It has never been a part of our policy to pay large salaries but to select certain individuals in our company who could and should be helped to make more than their monthly salary check.

I realize you have been earning a great deal more money than this and that you are worth more money -- even to the Pen Terminal Company you are worth more. The job is one which I think peculiarly fits a great many of your best qualities and your training and if you could accomplish what we are trying to do I think an addition to your salary at the end of a couple of years of \$25,000. as a bonus in either land or our stock would be entirely satisfactory. Of course, if you have a position where you

Mr. Ben Shepard,
June 4, 1929,
Page 2.

can get the actual cash now and not wait on the future, I don't blame you a bit for taking it. Just the same, in the long run our proposition is not a bad one.

I have a letter from Snedigar regarding your house and I would like to have it if I could arrange to buy it on such terms as would be agreeable. I would like to have more particulars about the house and what you have done in the way of improvements. Snedigar tells me you have spent \$10,000 on it. I thought we sold you rather a complete house that did not need improvements. Let me hear further from you.

Yours,

CCF:T

The First National Bank

CAPITAL AND SURPLUS \$2,500,000.00

Miami, Fla.

August 13, 1929

OFFICE OF THE
PRESIDENT

Dear Carl:

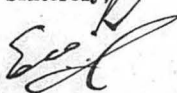
I have yours of the 29th, and I expected to get away from here before now, but there has been such a flock of bank failures this summer that I have been sticking around to see that those who have accounts with us keep them on a profitable basis or pay us a service charge.

We have better than ninety-five per cent of our deposits in cash, call loans, Liberty bonds and bonds salable in New York. We are not scared but we are keeping it for the fellow who does get "scared."

I think possibly I can get away around the first of September. I would like to spend about a month at Montauk, and would enjoy seeing you.

Kind regards.

Sincerely,



Mr. Carl G. Fisher,
Montauk, Long Island.

August 17, 1929.

Mr. E. C. Romfh,
First National Bank,
Miami, Florida.

Dear Ed:

I have yours of the 13th. It is wonderful the way you are sticking to the job down there.

I am doing just as much here in a little different kind of work. I wish you would come up to see me. I have a couple of elephants by the tail I would like to talk over with you.

Yours,

CGF:T

The First National Bank

CAPITAL AND SURPLUS \$2,500,000.00

Miami, Fla.

August 24, 1929

OFFICE OF THE
PRESIDENT

Mr. Carl G. Fisher,
Montauk, Long Island.

Dear Carl:

I have yours of the 17th.

I thought maybe you would like to see my latest photograph, so am enclosing it as it appeared in this week's "Saturday Evening Post". As the "nigger" said about the airplane, you either make a good landing "or else", and I've got to hold on to both ends of this rope "or else".

However, I will get away from here soon "or else".

Sincerely yours,



ECR:DF

August 28, 1929.

Mr. E. C. Romfh,
First National Bank,
Miami, Florida.

Dear Ed:

I have your clipping from the Saturday Evening Post. I am going to buy one of these magazines immediately and read of the troubles you are having. But I don't believe there is any story of a small bank's troubles that will ever equal Tom Masson's story of his bank experience in Arizona.

Have just finished a conference yesterday with a so-called banker regarding the promotion of a new company I am mixed up with. In fact, I have been mixed up in this Diesel Engine business for the past three years. It is coming like wild fire and it is the one outstanding big business venture of the future.

I don't know whether you would be interested in it or not. The company is making money and it goes along, but it is one of those odd things where more business is wanted but dangerous to take too much. At least, I would like to talk to you about it when you are up here.

Yours,

CGF:T