

Milford, Iowa
August 6th 1924

Dear Capt:

Since leaving West Union and the Battle Ground I sure have covered some territory and to no great good. Only some good licks of missionary work that I hope will work out to advantage later.

I feel more like telling you a few of the high spots of the deal now. I met Dwyer and from him learned the situation and confirmed it by seeing three other men that were interested before he got in touch with them. Then I knew I would have to work thru him. He called a meeting of all the men available and I told them my story, harping on drainage and my actual knowledge of the country. I had all the clippings of the News against the Trail and they helped me to reduce the price from an original 12 down to where we got it. I am quite positive that Collier offered them \$5 with 75 cents per acre down. Dwyer had been to Chicago to see him but the deal fell thru on account of price. He wanted D to aid him in some colonization project so Mr. Bauder of Cedar Rapids told me. Well I finally got them down to \$160,000. and then split the difference, the same way on the interest. They insisted up on six percent. All was going well and I had the contract made up by one of their men who I had sold hard but the hard part was to get the Trustee to sign. I was with him from nine until three without a stop. At one time I agreed to leave the stock taking a receipt for it since they had to sign and send the copy so far but he got huffy and after much delay and urging an agreement was made. I left however with them feeling that they had simply trimmed you out as that was my basis to start with and I thought it right since you had allowed me up to 175,000. I simply could not get away with the ten dollar release but I figured that was balanced by no oil clause. I feel that Dwyer took off about 2 per acre for us and I am positive that we can arrange him on stock if we so desire. I could see no reason to call on Galloway or Francis when it was going so you could handle alone. I saw Galloway and he would have been useless for a few months anyhow. Francis I could not get ahold of but think I will hear from him in a few days.

You have no idea of how glad I am that the deal was entirely satisfactory to you. In my own mind I think it was very good to all concerned and though I do not know what the future has in store concerning the land I do know that my confidence in you and the reason you wanted to buy were for inside reasons and the mystery of it all was certainly an incentive to me.

Your message about the charter was rec'd this A.M. and I have only one suggestion to make concerning the proposed Corp. as outlined in one of your letters. That is the Name. Use yours Capt. but mine is too long, hard to say, remember and all and I think be a disadvantage in many ways. I admit that I like it but think it unwise.

I saw Mr. Geo T. Hedges and had a very nice talk with him but I was unable to get exclusive sale for their lands. They have 67,000 acres and want \$5.00 per for it he told me, with \$1.00 down, balance in usual terms with 6%. He said they would take it off the market for reasonable length of time if we could produce a buyer but nothing exclusive. I think a sales contract could be worked with them but I made no suggestion, as I wanted your opinion and thought that perhaps you would not be interested in only Collier county land which has been sold to Collier for \$6.00 according to ~~the Hedges~~ you can advise me about this and I can have my Brother in ahank there submit the deal. He is well acquainted with the people interested in with Hedges.

Capt. I am convinced that a fortune can be made in Iowa or on concentrating on Iowa people with some specific Florida project. It must be a place that is reasonable in price per lot and ready for immediate use. I have in mind Naples and I wonder if we could not make deal for the sales rights of a given area in there large enough to lay a foundation for years to come. My idea is to get shold of something that will give us a large enough margin of profit to enable us to give a fair split or commission to local Iowa real estate men, depot agents bankers and etc. In fact I would include any one that could send people to us. It is only reasonable deduction that by organized effort thru out the state that large returns would be shown. Take Muscle Shoals for instance. Every shister in the country has something near there for sale and they are all boasting it and even fighting for it in politics but it shows that their method can be worked and I am certainly sold on the fact that some one is going to do it. One can go to the best people in the state with that kind of a deal. (I mean developers) and get their aid. Tell me what you think. Schemes like this have been pulled before but they were absolutely 'wild cat' but with Naples it would be very good and I beleive offer expansion far beyond the borders of Iowa. I am positive I can make a tour of Iowa visiting the real estate men, hotels, station agents etc, leave them my card, and an agreement that any name sent to me of persons going south or apt to do so to be sure to look me up as their personal friend understand for any favors and the like. Then providing we sold them something they would participate. Local newspaper men would join in a scheme like this.

I am going to give you a list of hot prospect to put on the Chamber of Commerce mailing list for literature. They are coming to Florida or talk it and I beleive in getting as many to go as possible.

I do not think that Francis would like Chocolaskee Island in its present stage but I am positive he would grab some of the keys around Key Largo and I wish you would see the Emerson realty Company about securing an island on a sales contract and we can have Francis join us in putting it over. He is going to do it anyhow and we may as well get what we can out of it. An outright purchase would not interest him much as I know the can find up contracts.

I owe you about \$14.00 out of the hundred. I did not think it would take near that much but going from one place to another calling on the phone, messages, ~~for~~ hotels etc sure eat up fast. I wrote checks on myself here and had to beat them home. When I come back to Florida I am going to have to call on you but Capt it will not be for some time. I have spent considerable on myself having ex-rays taken of my teeth and body and it all counts up. I feel quite good over the exam I got at the State Sanatorium. They told me I had withstood an attack of incipient t.b. but as yet was not ready to perform usual things. I am instructed and Mother has orders to keep me in bed one hour each forenoon and two in the P.M. besides ten hours sleep at night. Meals all regular and just plain food. I have to do this until my temperature leaves. It is pretty hard to do this with all the rest of the family going about having a good time but I want to get in shape as soon as I can and get back to Miami to help you. I will have to follow my routine for a month at least.

My Sisters are all home and all but one Brother but he will be here this week so we are having our re-union as it were. I wish all of us want to close the estate but I don't see how it can be done unless McCord has suggested some method satisfactory to everyone.

I can hardly wait to hear all about your plans for the tract but I am not making many guesses. Collier wants to black in a tract there for a townsite. I think he intends to build a road near to the land and has some drainage project underway.

The man that owns the Taughey Hotel at Spencer is talking about coming down to Miami to look things over. I will send him to you and I think if he meets Albert that he will like him and be able to show him more hilarity than you would care to. He can get around \$5000.00 to put into a lease for a Hotel and let us get it for him. They own five of the best small Hotels in Iowa.

I sent a memo to see Eric for aid about contracting in side walks etc. I hope they were able to get together on some thing.

Florentine tells me your Mother is not so well. I wish you would remember me to her as well as Harry and Mrs Jaudon. I will answer Harry's letter as soon as I get the.

As you say letters are slow but in this one I am trying to cover all I can think of but no doubt will have to add a supplement later anyhow.

With kindest regards to you all I am

Yours truly

Nansen
Nansen.

My Sister Sal and Mother send their best regards to you you.

NCT
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