

Rooms 506--7-8-9-

Miami Fla March 15th 1924.

Mr. J. R. Deane  
Penn-Harris Hotel  
Harrisburg  
Pa.

Dear Mr. Deane, or Jim: if you prefer it that way?

Yours March 12th received today, and I wont have you say "you have your back to the wall" altho I know an Irishmen fights better that way, and YOU SAY you ALWAYS FIGHT BE TER THAT WAY.

Neither your nor our "backs are to the wall", WE HAVE THE BEST INVESTMENT PROPOSITION EVER OFFERED; a proposition that means a larger ANNUAL REVENUE for the AMOUNT INVESTED than ANY offer ever made, in REAL ESTATE.

The INVESTOR IS BETTER SAFEGUARDED than any offer EVER made by ANYBODY; you and your salesman can look every "prospect" in the face and tell them "WE ARE GIVING YOU AN OPPORTUNITY that seldom comes to the INVESTOR!

For a total investment (or its multiple) of \$1650.00 you, or we, are offering an ANNUAL INCOME FOR TEN YEARS OR MORE of ~~XXXXXX~~ \$1800.00 or MORE-----WHERE CAN YOU BEAT?-----YOU OR THEY CANT.----and THATS THE WHOLE STORY.-----SO WHY FIGHT WITH YOUR BACK TO THE WALL?

There must be something wrong with your salesman, if they cant SELL this proposition they cant sell anything, UNLESS---THEY THEMSELVES ARE NOT SOLD,-----if such is the case then LETS SELL YOUR SALESMEN-----They should sell ten thousand acres in a month, AND THEN THE PROPOSITION SELLS ITSELF.

United States Senators Trammell and Fletcher, Governor Hardee (of Florida), Commissioner of Agriculture Mayo (of Florida), and dozens of other Floridians are convinced that we are RIGHT; who else have we to convince except the SALESMEN, and the BUYERS?.

The Rose gardens, the strawberry grower, the tomato grower, the fruit producer etc, etc, have all made money, but we offer

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a FAR BETTER and a MUCH SAFER investment than any of these, and one that can not possible be overproduced.

Are the investors skeptical of my or my company's ability to perform?, if I or we do not make THE INVESTOR MONEY we most certainly will NOT HAVE ANY FOR OURSELVES.

I think Mr. R.R. Thelle will take 160 acres of land for himself and will advise his friends to invest, isint this some recommendatio for your proposition?.

I feel very strongly that you are very much handicapped by the name "PENNSYLVANIA SUGAR LAND COMPANYZ" for the reason that the "PENNSYLVANIA SUGAR COMPANY" have made so many errors, FIRST---The selection of their lands,---Second,--Its Location, Third,---Using Louisiana methods instead of Cuba, or West Idie cultivation etc,---I would much preferred to have you choose a name like-----THE SUGAR LAND COMPANY (and if you preferred "OF PENNSYLVANIA")---I say this more on account of the confusion that will later occur, and also the reason that your motives no matter how pure will certainly be mis-construed or distorted to suit the ENEMY,---(no matter who this ENEMY may be).

I am simply writing a criticism on your statement of you "having your back to the wall", in the hope that you will GET OVER any momentary disapointment that you may have had when you wrote this phrase, and the further hope that you will call a conferance of your salesmen and read them such parts of this letter as you desire, and IF YOU DO, tell THEM FOR ME --that the only regret that any buyer will ever have is that they did not buy MORE.

Give Mess. Miller and Small my highest regards and tell them both that their friends are able to secure for themselves a fixed and sure anual revenue or income for a MIGHTY SMALL INVESTMENT, I am with highest regards to you all

most sincerely yours

ROYAL PALM SUGAR CANE AND PLANTING CO.  
BY