

Miami Fla March 15th 1924

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

My Dear Mr. Deane:-

Yours 12th received, and in replying I thought best to DIVIDE my letter, so I have written a letter separate from this which may or may not be of service, ----but in this I shall discuss anything which might be of a confidential nature.

I am up again, and feeling much better, shall be very careful of my health for next few weeks.

Relative to finances ITS ALL RIGHT to be in arrears to my drawing account, I should however suggest you letting Livingston have, check as soon as possible, also write him encouraging letter about surveys, as he REALLY should get into this work at the earliest possible moment, as the work can be done better and quicker before the summer rains set in.

I cant imagine your opposition unless it is the Pennsylvania Sugar Company, am attaching some clippings read them carefully.

There is no reason for any one to be discouraged, I know your preliminary expense has been large, that keeping your sales-men lined up has been a drag, but the thought occurred to me that it will only be a few weeks almost days now until some very fine salesmen are turned loose here at Miami----men who KNOW how to TALK and SELL FLORIDA---perhaps you could get and use a few of them.

I commented on and used your expression ("back to the wall") in my other letter, now no matter whether you fight best or not in this position---THEY HAVE NOT GOT YOUR BACK TO THE WALL---and you are right these lands can and will be sold JUST AS PLANNED.

It would help greatly to be planting even a small acreage, but get to this when you can, but now is the time to make a showing, let me know how I can best help, but push sales as we can get much help here when we are UNDER WAY, write me regularly, and advise if I can help, will write again tomorrow, I am with highest regards

most cordially yours