

SAMUEL ROWLAND GINSBURG
MEMBER OF THE AMERICAN SOCIETY OF CIVIL ENGINEERS
ONE HUNDRED AND FIFTY NASSAU STREET
NEW YORK

July 11, 1919.

Captain J. F. Jaudon,
Pres. Chevelier Corp.,
Miami, Florida.

Dear Captain Jaudon :

Your letters and prints were received this morning and found them very interesting indeed. I am dictating this letter hurriedly in order to have it reach you consistently with my wire of today. The prints are being forwarded under separate cover.

Your terms for my services as one of the incorporators would be quite satisfactory but you will of course understand that nothing would induce me to assume an interest were I not fully convinced that you have sufficient suitable land for a "sugar proposition", which will be outlined in my report.

Your scheme of incorporation and method of stock issue, I believe, will serve very well at least for a beginning and will form a good basis for operation. I however feel that you must be prepared for alterations and amendments in the event of objections that may be raised, and believe that it would prove of value to have an alternative plan worked out in case of necessity.

I concur with you perfectly regarding the necessity for quick action in view of the imminence of a rising market

in Florida lands; but on the other hand, I firmly believe that precipitate action without a carefully defined policy, might prove fatal. I shall attempt to outline hurriedly just what I mean by this.

In the first place, I have formed a policy while writing my report, to obtain as much information regarding can culture in Florida from the the people I am acquainted with here in New York who are prominent sugar men, but not of the capitalist class. My object in this is to obtain their ideas on the subject in order to be better able to meet the natural objections which would be raised when we are finally prepared to launch our proposition.

~~With this in view, I have had conferences with two prominent~~ men already, one is a mechanical engineer who has been interested in sugar growing rather widely in foreign countries, including the Far East. The other man is the Secretary of the South Porto Rico Sugar Co. Both of these men seem to have raised the same objections, which I will outline to you further on in this letter.

I have also had a very interesting talk with a very prominent member of the J. G. White Management Corporation and as they are interested quite extensively in Florida, I have been enabled to obtain some rather valuable information; as a matter of fact, J. G. White & Co. have been very courteous to me and have placed their entire Florida files at my disposal. Right here I might say that we might find J. G. White & Co. very useful to us in our final operations.

Captain J. F. Jaudon (Page #3)

I am thoroughly convinced that in order to raise \$10,000,000. on a sugar proposition in Florida will necessitate very careful preparation and study upon our part, especially in view of the fact that just at present, notwithstanding the great sugar boom and the high price of sugar, many objections will be raised against the manufacture of crude sugar in the United States from cane.

I base this upon the following :

In the first place, will be the failure of the Haitian-American Corporation. This Company has disappointed its stockholders in that it failed completely to have met an unusual labor condition and in this manner has failed to produce but fifty percent of their estimated amount of sugar.

This has placed a great damper on the sugar situation although I feel that this is entirely due to mismanagement and could be thus explained.

The other objections that would be raised are as follows :

- (1) Killing frosts.
- (2) Previous Florida failures.
- (3) Brownville, Texas failure.
- (4) High cost and scarcity of labor.

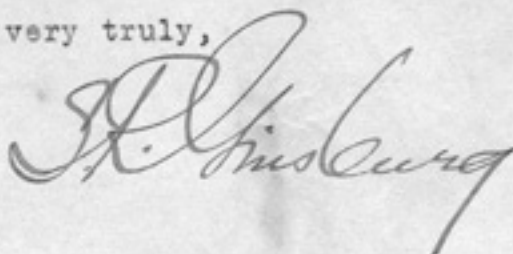
I suggest that you give the above your careful attention and that you write me fully in regard to these objections and send me in addition any data that you think might be of use in my report or otherwise.

Captain J. F. Jaudon (Page #4)

I have been so preoccupied in collecting data, the conferences referred to and other matters, that I haven't had the opportunity to have but one conference with Mr. Keller. I, however, expect to see him in the morning again and will shortly write you more fully regarding local conditions.

Regards to Captain Cook and Mrs. Jaudon.

Yours very truly,

A handwritten signature in cursive script, appearing to read "J. F. Jaudon". The signature is written in dark ink and is positioned to the right of the typed closing "Yours very truly,".