

Miami Fla July 7th 1924

Mr. John S. Jones
Columbus
Ohio.

Dear Mr. Jones:-

Your letter of July 3rd received today, and while I feel that you will have written me on some subjects before you will receive this I hasten to reply.

Am certainly glad that you will soon have Mr. Hartley and his engineer Mr. Cambier with you soon, and I note with great pleasure that you have approved some large developments at Naples, if in your plans you decide to put a price on any lots and offer them for sale please give me the opportunity to offer them to Miami investors.

Regarding the effect that the Seaboard construction to West Palm Beach will have on Miami, I beg to say it will more than encourage them to give ALL AID to the railroad from Naples, and connecting with points north of Naples as it will bring to Miami not only the Cross-State traffic, but also timber shipments (until Naples Port is developed), and also the phosphate shipments from Arcadia and the phosphate fields, this is needed for fertilizers at and around Miami (hundred of thousands of tons used annually) and also to load ships now coming to Miami with full cargo, but returning from Miami on an empty keel---THEY NEED THIS CARGO, and Miami stands ready to do all possible-- more so than ever.

As here-to-fore written I am quite sure that just as soon as announcement is made that the ARCADIA-NAPLES-MIAMI RAILWAY is to be built, that you CAN AND WILL get Mr. Carl Fisher, Mr. Geo. MERRICK, MR. FRED. RAND to join you, in fact if you apply for the permit, and send each of them an invitation to meet you in Columbus (I could suggest a half dozen other big men) I am equally sure they would meet you and you could perfect an organization of able men to put this proposition across QUICK.

I would not invite Ferron Collier, nor consider him, in fact if he opposed he could only charge at rate of about \$2.00 per acre for any R/W which might cross his company's lands----But you can and should get these others, and I will move with you when ever you are ready----enclosing small clipping showing how fast Seaboard is constructing-----With highest regards, I am

Very truly yours