


**THE CITIZENS NATIONAL BANK**

CAPITAL . . . \$100,000.00

 FRANKLIN FLOETE, President  
 J. H. M<sup>o</sup> CORD, Vice President  
 E. R. MAUSS, Cashier  
 P. R. GRAHAM, Asst. Cashier

Spencer, Iowa

July 9<sup>th</sup> 1918
 Capt. J. F. Gardner  
 Miami Fla.

My Dear Captain. Your letter is  
 at hand, also Tax Receipts.

We regret exceedingly the failure  
 of your plans in regard to the Hopkins  
 Tract. and after several years of correspon-  
 -dence with gentlemen in New York <sup>and</sup>  
 other cities, many of whom had a deal just  
 in sight, we cannot put much con-  
 -fidence in your New York prospect.

Of course the war has made  
 financing along such lines as this  
 pretty hard. We feel sure that given time  
 and under favorable conditions you  
 could and would develop this Tract,  
 if not just as you hope, at least suc-  
 -cessfully. But in the meantime the  
 interest falls due - and principle



## THE CITIZENS NATIONAL BANK

CAPITAL . . . \$100,000.00

payment

Spencer, Iowa

will soon mature. We must in justice to ourselves handle this in a business way. We wish to be safe as well as reasonable and fair.

This is a big deal, and Mr. Hopkins is far along in years. If you can pay this interest, or make the payment sure by collateral that would satisfy us we can tide the matter along for a while, but unless you can arrange this by correspondence I think it would be well for you and Capt. Cook to come to Spencer right away and talk things over. We want you to develop this tract and make a lot of money on it. We are and will continue friendly but we don't want to do ourselves or Mr. Hopkins an injustice either.

Yours truly  
J. H. Cord