



THE CITIZENS NATIONAL BANK

CAPITAL . . . \$100,000.00

Spencer, Iowa,

July 19, 1918.

Capt. J. F. Jaudon,
Miami, Florida.

My dear Captain:

I have your letter of July 15 and have carefully noted same.

We are all of course sorry that your plans did not develop into results last winter, but that water has all gone by the mill so it is up to us to plan for the future.

As I wrote you before, we want you to develop this property and make as much money as you can in the process.

I am sorry to find that you took too much of a gambler's chance, depending on the outcome of one season's efforts. In a proposition so uncertain as this, I think it the part of prudence to conserve your ammunition and keep enough funds on hand to pay carrying charges in the event that the first campaign ends in failure.

And I would point out that it is hardly fair or business-like to ask the mortgage holders in a proposition of this kind to hold the sack, as it were, and wait indefinitely, giving the equity holder an opportunity to make or lose while the mortgage holder would have nothing to gain and a great deal to lose by delay. The two prospects you mention in your letter are more or less like a trunk full of such correspondence which we accumulated during the several years which we tried to sell the property. These prospects really present no argument in the matter at issue. If your sisal people really meant to buy the land next fall, they would be willing to make a substantial payment to hold the option, or make a payment down on contract, the balance to be paid next fall at the time they say they will be able to close the deal.

As I wrote you before, we feel that in justice to ourselves we must handle this matter in a business way and it certainly would not be good judgment in us to let these interest payments drag and wait until until January first with no additional security or assurance that we would consider good.

We want to help you swing this proposition and treat you in the most friendly way throughout. We feel that you should reciprocate to the extent of realizing our position and meeting us half way and helping us to help you.

PAGE 2. J. F. Jaudon.

It seems to me, under the circumstances, that it would be necessary for us to meet in some way. We would like to talk to both yourself and Captain Cook either here or in Chicago, but if you would not feel able to make the trip, would it not be possible for Capt. Cook to come?

We would like to see a list of just what work has been done on the Tract and what work is in progress, also a list of any unpaid bills made for work done or services rendered in connection with the Hopkins Tract.

We would like to see copies of any and all contracts entered into in relation to the Hopkins Tract which might affect the title and ownership hereafter, especially any contracts made in connection with those timber certificates and the railroad and for other improvements.

We would like to know how the work has progressed on the Tamiami Trail across the ~~state~~ the state, how far the road has been made especially from Miami, and what work has been done on the western end. We will need to talk over the Torstenson note matters as the note given by Capt. Cook and Mr. Torstenson are past due.

Possibly, you can give us satisfactory collateral as to the payment of this interest etc. through the endorsement of friends or liens on other property.

Possibly, some arrangement might be made guaranteeing payment of the interest by pledge of your stock in the Chevelier Corporation, if the corporation has no outside debts.

Possibly, some sort of a new deal might be made with Mr. Hopkins. Candidly, it seems to me that in addition to thought and work and energy, you need time and money. You must have money to meet your overhead expenses, interest, taxes, office expenses and some improvements, but you also need time to shift around and work, this property to the best advantage. As it is you are betting on your ability to clean this big prospect up fast enough to keep ahead of your payments. Maybe you can do this and maybe you cannot but it is a little too chancy for comfort I should think.

I do not know what will result from a conference but I sincerely hope that some plan will develop satisfactorily to both sides. We cannot allow this matter to drift along the way you suggest. If your bet lost, we would have to look to the property and could not get possession of it until after some considerable time and a lot of expense.

As I said before, if you will realize our position, we can perhaps help each other by mutual compromise.

Yours truly,



JHM/E

please wire your decision -