

Sept. 24th, 1918.

Mr. J. H. McCord,

Spencer, Iowa.

My dear Mr. McCord:

Words cannot express my gratification on receiving your letter of the 21st inst; I took the risk of you taking the attitude you have as I could have closed another proposition with other parties and no doubt have made good with you in payments promised but I knew that Mr. A. E. Cook is the right man for the proposition and I am sure if he is given a little time to handle his property here that he will make good. I never saw a man work so hard in my life as he but conditions are certainly abnormal now and money is hard to get. He could have gotten the first payment of \$45,000 but he had no assurance positively of getting the \$250,000 before October 19th as he was positive he could.

He wants to take advantage of the account and also wants to acquire title in fee so that there will be no incumbrance on the property and all stock will be paid up in full.

No doubt Mr. Cook and I will come out and see you in the next few days, not later than next week anyhow.

I have not seen him since receiving your letter but I quite agree with you that he is a man with brains, money and the proper organizing ability and that the development of this tract will open a new Empire.

One thing I can assure you if Mr. Cook does not go through with this proposition, although I am sure that he will, I have another party who can and will do so, in fact, is ready, willing and anxious, along somewhat different lines, however, but I am sure that Mr. Cook is the man to handle this proposition.

With kindest personal regards to yourself and Mr. Floete, I remain

Yours very truly,