

November 19th, 1914

Mr. J. B. Ingraham,
President,
St. Augustine, Fla.

Dear Sir:

We have your letter of the 10th instant in re lands that Mr. F. J. Powers is now handling. As we understand, his territory lies south of Township 58 and west of Range 37. We cannot make out from your description just what land Mr. Powers thinks he could handle to your advantage. Township 59 South of Range 37 East, on which we made you \$1000. in options some two years ago, will be convenient to the new road which he is making, as also your land in Township 60 South of Range 37 East, lying south of the above, and I see no reason why he should not ~~handle the same~~ ~~as his~~ ~~territory~~ his territory.

As to the Company land lying west of the Right of Way, south of Long Prairie, and extending to the west boundary of Range 38; we were debarred from selling any of this land on account of the water supply for the Extension, until last Spring. Since then we have been trying to arrange for the survey of land in that locality, as we did not care to run the risk of selling in small tracts without a survey being made. We had intended for Mr. McKee to do work there but now we understand that we can employ home surveyors when necessary.

We are obliged to go to Homestead and Detroit regularly with our customers, and therefor need this land in our work, and if Mr. Powers is speaking of any of this land, it would not be wise for us to give it to him at present, as since the trouble at Homestead

about land titles, we have allowed Mr. W. D. Horne a 5% commission on all sales that he could make in that locality, and it is not a good thing to break this arrangement.

Since Mr. Powers has started in on his Cape Sable work, we have done whatever we could to help him, and have given a good deal of time to customers desiring to buy there, and it looks to me as if we should have a good deal more of this work to do after the opening up of his territory; therefor I judge that Mr. Powers would not hesitate to help us in regard to any sale in our territory, that he has the opportunity to make.

Yours very truly,

FSM/L