

1274

HERE ARE THE
ANSWERS
TO YOUR
QUESTIONS
CONCERNING THE
RARE OPPORTUNITY
OFFERED THE PEOPLE OF THE
STATE *of* PENNSYLVANIA



IN THE
Cape Sable District, Dade County, near
MIAMI, FLORIDA

Pennsylvania Sugar Land Co.
Third Floor, Caplan Building - - - Harrisburg, Pa.

1574

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PENNSYLVANIA SUGAR LAND CO.
HARRISBURG, PA.

CO. QUAL IN THE
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MIAMI, FLORIDA
Pennsylvania Sugar Land Co.
Third Floor, Caplan Building - - Harrisburg, Pa.

QUESTIONS AND ANSWERS

Q. Where are the Pennsylvania Sugar Land Company's holdings located?

A. They are in the Cape Sable District, in Dade County, near Miami, Florida.

Q. How far are they from the City of Miami?

A. Approximately forty-two miles South and a little West.

Q. What other large city are they close to?

A. They are only twelve miles from the City of Homestead, Florida.

Q. Please describe Homestead, Florida.

A. Homestead is an up-to-date city with about fifteen hundred inhabitants, located on the Ingraham Highway, approximately thirty miles from the City of Miami, and on the Florida East Coast Railroad.

Q. Has the City of Homestead a bank?

A. The City of Homestead has two banks with deposits of over a half-million dollars.

Q. Has the City of Homestead electric lights?

A. Yes, the City of Homestead has a municipal electric light plant which gives twenty-four hour service at very good rates.

Q. Do the people do all their trading in the City of Homestead?

A. The people suit themselves as to where they trade. There are two very excellent stores to supply their wants in Homestead, and no need of going elsewhere.

Q. What about Automobile Garages?

A. There are five automobile garages with machine shops and everyone of them is up to the minute.

Q. What about churches?

A. There are five churches of various denominations in the City of Homestead.

Q. Do they have a Building and Loan Association in the City of Homestead?

A. Yes, there is a progressive Building and Loan Association, owned by home people, ready and willing, and able to help worthy folks build their own home.

Q. What about the school system?

A. There is no better school system in the United States. They have the graded school and the high school, and the children are carried to school free of charge, by very comfortable busses.

Q. What other improvement is close to the Pennsylvania Sugar Land Company's holdings?

A. The Royal Palm State Park is very close.

Q. How far is it?

A. The edge of this park is a little more than one mile from the edge of our holdings, and extends three miles South.

Q. What is the Royal Palm State Park?

A. The Royal Palm State Park contains 1920 acres, under the immediate control of the Conservation Department of Florida Federation of Women's Clubs.

Q. Why do they call it "Royal Palm State Park?"

A. It is the only place in Florida where the wonderful royal palm tree was found to grow naturally.

Q. Is this park well known?

A. Yes, it is considered one of the finest natural parks in the entire world, and is visited by thousands of people from all over the United States and other countries.

Q. Are there conveniences for visitors?

A. Yes, there is a spacious club house and garages, with picnic grounds open to the public at all times.

Q. Are there many things of interest to see in the park?

A. Yes, many hundreds of birds of various hues and colors, thousands of fish in the crystal waters, myriads of beautiful butterflies, flitting over the mass of tropical foliage in all its natural splendor, over-topped by the stately royal palm tree, some reaching a height of over one hundred feet, rarely fails to bring expressions of admiration from the sight-seer.

Q. What kind of plants are found in the Royal Palm State Park?

A. The Botanical exploration up to 1918 has revealed about two hundred fifty kinds of plants.

Q. How do you reach Royal Palm State Park?

A. You drive from Homestead, over the Ingraham Highway.

Q. What is the Ingraham Highway?

A. The Ingraham Highway is a hard surfaced road which was built by Dade County, which passes thru Royal Palm State Park.

Q. Does the Ingraham Highway pass the Royal Palm State Park?

A. The Ingraham Highway passes thru Royal Palm State Park, goes West and skirts a part of the Pennsylvania Sugar Land Company's holdings.

Q. You mean to say there is a hard surfaced road from the City of Miami, right to the Pennsylvania Sugar Land Company's holdings?

A. Yes.

Q. What kind of soil do you have in your holdings?

A. We have what is known as Marl soil, practically throughout the tract.

Q. What is Marl soil?

A. Marl soil is a clayey limestone, and is very fertile.

Q. I never heard of Mari soil. How was it made?

A. Mari soil, we are told, has been made by nature, by the pulverizing or erosion of coral rock, which has been mixed with muck, or decayed vegetation.

Q. What color is it?

A. Some is light brown, brown, dark brown and black.

Q. Well, is it like sand?

A. Somewhat.

Q. Is it like clay?

A. Well, it is a clayey limestone.

Q. Why do you say the soil is fertile?

A. Because practically all of the immense crop yields recorded in Dade County have been grown on Mari soil, similar to ours.

Q. Does it require irrigation?

A. Mari soil, we find, is the only soil that retains its moisture and grows the Radiance Rose continuously without irrigation.

Q. Wouldn't muck soil do the same thing?

A. People who have grown roses for eight years in Florida tell us no soil will do this but Mari soil.

Q. How far is this property from a railroad?

A. The property is only $7\frac{1}{4}$ miles from the Florida East Coast Railroad.

Q. Is that the main line of the railroad?

A. Yes, that is the main line.

Q. Is this a good railroad?

A. It is one of the best and most efficient railroads in the United States.

Q. Why is it so efficient?

A. Well, last year they moved over 17,000 carloads of perishable fruits and vegetables in solid train loads from point of origin to destination, and they delivered to most of the Northern points in three days.

Q. You mean to say they deliver fruit and vegetables from Florida to New York City in three days, by freight?

A. Well, they don't call it freight exactly, they call it the "Fruit Growers' Express."

Q. Well, how do they do this?

A. They just make it their business to move fruit and vegetables without any monkey business.

Q. This must be quite a railroad?

A. If you think you know anything about railroading, we would advise you to learn more of the wonderful things the Florida East Coast Railroad has accomplished.

Q. What else have they accomplished?

A. They have two men watching the road, practically all of the time, because they burn oil instead of coal.

Q. Well, does that help them deliver freight quicker?

A. It not only helps them deliver freight quicker, but they have operated this railroad for thirty years without killing a single passenger, for which the railroad might be held responsible.

Q. That is a record, isn't it? What else have they done?

A. We wouldn't attempt to tell you all the wonderful things they have done, because we haven't the space, but if you are interested, write to their general office at St. Augustine, Florida.

Q. You say they burn oil instead of coal in their Locomotives?

A. Yes.

Q. Why do they do this?

A. Because it is more efficient and because it is more comfortable for their passengers, who can leave their windows open without getting cinders in their eyes, and the fireman has a chance to watch the road instead of shoveling coal.

Q. Are there many people travelling on this railroad?

A. It is one of the fastest growing railroads in the United States, and this year they are spending over seven million dollars to handle the crowds who are going to Florida.

Q. Where does the Florida East Coast Railroad run to?

A. The Florida East Coast Railroad runs from Jacksonville, Florida, to Key West, Florida, over the famous bridge which has been partly built in the ocean.

Q. You mean to say there is a bridge built in the ocean?

A. Yes, there is, and in some places the supports for this bridge have been placed in thirty feet of water.

Q. Now this land near Homestead, this Mari soil; what kind of soil has Homestead got around it?

A. Principally Mari soil.

Q. How does Homestead exist?

A. It is supported practically entirely by fruits and vegetables which grow in Mari soil.

Q. Well, about how much do they harvest there in Homestead?

A. Well, last year there was over \$500,000 deposited in the Homestead Banks from the sale of vegetables, and about \$500,000 deposited in the same Homestead banks from the sale of citrus fruits.

Q. You mean that they sold over \$1,000,000 worth of fruits and vegetables in a town of 1500 people, in one year?

A. They sold more than that, because some people deposited their money in the Banks in Miami, Florida, which is just about an hour from Homestead.

Q. Well, was last year considered a good year?
A. No, last year was considered a very poor year.

Q. Why?

A. You can't expect to have a good year every year when you are growing crops or anything else.

Q. What do they grow around Homestead in Marl soil?

A. Practically everything.

Q. Well, I would like to know what yields of fruits and vegetables they get.

A. We refuse to give you the results of our investigation of crop yields.

Q. Why?

A. Because, we are afraid that you would not believe us. You would say it sounds too good to be true.

Q. Well, how am I going to find out?

A. We will tell you, but every figure that we quote in this leaflet we will quote from the books issued by the Redland District Chamber of Commerce, and the Miami Chamber of Commerce.

Q. Do the Chambers of Commerce get out books on this subject?

A. Yes, the Chambers of Commerce do get out books on this subject, and they are first approved by the County Commissioners of Dade County, before they are published, so that you may know this information is reliable.

Q. Then am I to understand that every figure you quote from now on are figures which have been printed by the Redland District Chamber of Commerce, or the Miami Chamber of Commerce?

A. That is correct.

Q. What are the principal crops in Dade County in vegetables?

A. All of the common variety of vegetables grow very prolifically in Dade County in Marl soil.

Q. When can you plant them?

A. Any time you want to.

Q. When do they plant?

A. They plant vegetables when they bring the most money at harvest time.

Q. Well, when do the vegetables ripen?

A. The farmers of Dade County plan to have the vegetables ready for market before anybody else. That is why they get more money than anybody else.

Q. What is the principal crop in vegetables?

A. The tomato crop has made a lot of men rich. In the Redland District the tomato crop is estimated as being worth over a million dollars annually.

Q. Where do they grow?

A. They grow at various points along the Ingraham Highway as far South as the Royal Palm State Park.

Q. What do tomatoes yield?

A. They have been known to yield as much as 1000 crates to the acre. The ordinary yield is about one-half, or less than one-half of this, however.

Q. What about cabbage?

A. Wakefield Cabbage is planted almost exclusively and yields from twelve to eighteen tons per acre, but cabbage is only planted extensively when the Florida Farmer knows there is a shortage of cabbage in the North.

Q. How about strawberries?

A. Strawberries are excellent and grow in abundance from December to June.

Q. How many pickings do they get?

A. They usually get two pickings a week.

Q. Are they profitable?

A. Strawberries are very profitable, if the proper care is given them.

Q. About what will they net per acre?

A. One man in Dade County sold one acre of strawberries for \$4576.

Q. How much did it cost him to grow them?

A. It is estimated that it cost him about one-third, or a little over \$1500.

Q. You mean to say that this man made over \$3000 net on one acre of strawberries?

A. That is what the Chamber of Commerce of Miami states in their booklet.

Q. You say tomatoes are a great crop?

A. Yes, we do. The 1922 and 1923 crop, while far from a record year, yielded a gross total of \$5,000,000, of which 90% were tomatoes.

Q. How did they move them?

A. It required 6,000 cars to move them.

Q. Were these crops grown on Marl soil?

A. Yes, principally.

Q. What about peppers?

A. Peppers are a very desirable crop in Dade County.

Q. How much do they pay?

A. An average crop is 400 half-barrel boxes to the acre, and many growers realize \$500 to the acre, net.

Q. What about beans?

A. Beans mature in six to seven weeks.

Q. What do they get to the acre?

A. A fair crop is two hundred to four hundred hampers to the acre, yielding the grower a profit of about \$500 per acre.

Q. What about Irish potatoes?

A. There is no place better to grow them. First shipment usually starts soon after New Year, when \$4.00 per bushel is realized.

Q. How many bushel do they get to the acre?

A. A successful yield is considered 200 bushels to the acre.

Q. What about egg plant?
A. The yield runs as high as 600 boxes to the acre. Shipments start in November and continue until Fall.

Q. What about Sweet potatoes?
A. Sweet potatoes and yams are plentiful.
Q. What about other vegetables?
A. There are immense lettuce fields, and the yield is heavy. Celery, sweet corn, radishes, onions, carrots, watermelons, cantaloupes, beets, spinach, Chinese cabbage and other greens grow well, and most of these products are produced in commercial quantities.

Q. What about oranges?
A. Oranges do very well in Dade County and command a price of 50¢ per dozen in the local market.

Q. What about tangerines?
A. A large number of tangerines are grown and command a ready sale.

Q. Do lemons and limes grow in Dade County?
A. Both lemons and limes are grown in large quantities and are very profitable.

Q. Do they grow bananas in Dade County?
A. Most every grove and many city homes have a few banana plants producing.

Q. What about pineapples?
A. Pineapples grow very well in Dade County, but they do not successfully compete with the Hawaiian Pineapple.

Q. What is an avocado?
A. An avocado is what is popularly known as the Alligator pear.

Q. Does it grow well in Dade County?
A. Dade County is the natural home of this wonderful fruit, as it cannot withstand much frost.

Q. Are there many avocados grown in Dade County?

A. It is estimated that about 2000 acres are now in bearing, and as many more in young budding groves, with hundreds of acres being planted yearly.

Q. Are they a profitable product?
A. The yield in 1923 is estimated at 40,000 boxes, from which the growers will receive approximately \$225,000.

Q. Are they a healthy fruit?
A. They are considered an exceptionally healthy fruit, containing more protein and fats than an egg.

Q. What will one of these trees produce?
A. An eighteen-year-old Pollock tree in the Redlands shows the following returns, net:

1920,	\$210.00
1921,	\$234.00
1922,	\$175.00

One young grove, five years old netted the owner \$900.00 an acre, and while this is above the average, it demonstrates what care and attention with avocados will yield.

Q. What about Grape fruit?
A. This is a very profitable crop. Dade County has trees twenty-five years old.

Q. Are there many grape fruits growing in Dade County?

A. Approximately 6,000 acres in bearing grape fruit, and several thousand acres of young trees planted, which will come in within the next two or three years.

Q. How old must a grape fruit tree be before it bears fruit?

A. About four years old.
Q. What do the growers get for grape fruit?

A. Firsts range from \$1.25 to \$2.50 a crate on the trees, seconds 75¢ to \$1.25, and culls for canning purposes bring 40¢ to 60¢ delivered.

Q. You say "on the trees?"
A. Yes, marketing is done thru cooperative associations or on commission, or by outright sale.

Q. What would you estimate that the growers received from grape fruit last year?

A. The yield from Dade County groves, 1922-23, netted the growers about \$1,750,000.

Q. Can other crops be grown while grape fruit is being raised?

A. Yes, many of the growers do some cropping between the trees, such as vegetables, velvet beans, cowpeas, peanuts, etc.

Q. Doesn't frost hurt grape fruit?
A. Yes, frost will hurt grape fruit, but a disastrous freeze has never been known in Dade County, and that is why Dade County grape fruit is so delicious.

Q. What about mangoes?
A. Dade County has practically a monopoly on mangoes in the United States.

Q. Are they profitable?
A. They are very profitable, and the demand is increasing.

Q. What about the papaya?
A. Papayas are a very profitable fruit, and exceptionally good for the digestive organs, containing an immense amount of pepsin. They are coming into demand very rapidly, and grow very well in Dade County.

Q. I like to eat Florida oranges, avocados, and grape fruit but they are very expensive in our home market, and I notice you say the Florida oranges bring only 50 cents a dozen in a local market?

A. Well, you can't expect to get the finest selected fruits of Florida at a low price from your own dealer.

Q. Why?

A. Well, because he don't know how many of his customers like the avocados and the tangerines and the papaya and the lime and the orange so he just don't buy them for you.

Q. Well, but can I get them?

A. Oh, yes, you can have them delivered to your door every week either by Parcel Post or by Express in just the same way that your tea man or your coffee man used to deliver you nice fresh roasted coffee.

Q. How expensive would that be?

A. There are a number of concerns in Dade County, Florida, who will be very happy to send you Dade County fruits in season and guarantee that these fruits will be delivered to your home undamaged.

Q. Well, how much would this fruit cost me?

A. You can get the finest selected fruits in season from these concerns in this way for even less money than you now pay for the ordinary fruits.

Q. Can you give me the name of one of these concerns?

A. Hamilton Michelson & Co., we know are very good, because we have tried them, and there are others.

Q. What about dairying?

A. There is no place better.

Q. Have they many dairies in the county.

A. There are about 64 dairies in the county and among them are some of the best equipped in the entire South.

Q. Are they well equipped?

A. The dairies in Dade County represent an investment of approximately \$2,000,000.

Q. What do they get for milk?

A. In 1922, 2,171,750 gallons of milk were produced and sold at an average price of 80¢ per gallon, or a total of \$1,937,400.

Q. Are there many registered stock?

A. Some of the finest. Noble's Bell of Covington, Milam Farm, State Jersey Champion for several years. Record, 10,250 pounds of milk; 660 pounds of 85% butter.

Q. What other?

A. Gem of Columbia, 2038, highest producer of milk of Dutch Belted Breed to date. Record, 14,173 pounds of milk. 559,108 pounds of butter.

Q. What about poultry?

A. Within the last two years poultry has increased 1000% in Dade County and more are coming.

Q. What about hog raising?

A. There are some fine herds of Duroc-Jerseys, Poland-China, Berkshires and Hampshires, and hog raising is steadily increasing.

Q. What about bees?

A. There is no better place for bees.

Q. Why?

A. On account of the wonderful plant life. The honey is divided into three main varieties: orange, palmetto, and mangrove. The mangrove honey comes from the black mangrove which grows abundantly on the keys fringing the coast. From February to September there is a constant source of nectar provided.

Q. What about fishing?

A. The experienced fisherman states positively that there is no better fishing anywhere, and people come from all over the United States and Europe to engage in this sport.

Q. What kind of fish are found?

A. The leaping sailfish, tigerish barracuda, the sporty bonita, the beautiful dolphin, and many other varieties abound.

Q. What other kinds?

A. Along the reefs are king fish and mackerel, and farther down among the keys, the king of gamesters, the tarpon. In the bay, and outside as well, are grouper, trout, snapper, grunt, pompano, amber jack, yellow tail, and others of the 600 varieties found in these tropical waters.

Q. Are they hard to catch?

A. Even the amateur returns with large catches.

Q. Is fishing engaged in much?

A. Yes, because there are so many different kinds of fish to be found that you never know what kind you have until you land your catch.

Q. What about the fresh water fish?

A. You will find a great quantity of gamey bass in the canals in the Everglades.

Q. What about golf?

A. The golf courses in and close to Miami are considered the most delightful anywhere. Six courses invite you, and you play with a zest never before experienced.

Q. What about swimming?

A. You can swim every day in the year if you care to.

Q. Is there water polo?

A. Yes, there is water polo, and the games are engaged in by some of the crack polo players of the world.

Q. What is the population of Dade County?

A. The 1920 census gave Dade County a population of 42,731. A special state census in the Spring of 1923 recorded a population of 72,481 people.

Q. How do you account for this?

A. The yields of crops and the money that is made by the farmers is so great that it attracts his friends quickly.

Q. How old is Miami?

A. Miami is twenty-seven years old.

Q. What is its population?

A. Its 1923 population, official figures, is 47,021, but including the immediate suburban territory the population is 55,000.

Q. It is a great Winter resort, isn't it?

A. It is the chief Winter resort of Florida, having a Winter population of over 100,000 and every twelve months nearly 300,000 visitors are entertained.

Q. Is there a street car system in Miami?

A. There is an excellent street car system, and wonderful bus lines.

Q. Does it have many buildings?

A. There are seventy-five large hotels, and two hundred apartment houses.

Q. What about the banks?

A. Bank deposits, April, 1923, were \$31,347,768.

Q. What is the assessed value of the city property for 1923?

A. \$69,911,300.

Q. What was it ten years ago?

A. \$1,506,183, a gain of 1407%.

Q. What else has Miami?

A. Miami is famous for its amusement and entertainment features which include motoring along scenic tropical highways, graced with royal and coconut palms, speed boat racing, yachting, the best fishing in the world, unexcelled surf bathing 365 days in the year, six golf courses, tennis courts and all other out of door sports. Free band concerts from December to April, and a world famous band in a coconut grove park.

Miami is a modern city: 75 miles of paved streets, 67 miles of oiled macadam, 92 miles of cement sidewalks, 153 miles of sewers, 112 miles of water mains, and all other municipal developments.

Q. And you say Miami is only twenty-seven years old?

A. Yes, that is correct.

Q. What about roads?

A. Well, you will find some of the finest roads in Dade County that you ever saw.

Q. How do they make them?

A. They simply take the coral rock, put it right on top of the ground and then use a steam roller to pack it down, and it makes a fine road.

Q. Have they many roads in Dade County?

A. Dade County now has over 700 miles of rock based, smooth surfaced highways, and a large portion of them is asphalt, oil coated.

Q. How do these roads stand up?

A. Perfectly wonderfully.

Q. What do roads cost in Florida?

A. Approximately \$2500 per mile.

Q. Well, how can they make roads so cheaply?

A. Because they get the coral rock any place they are building a road, and they do not use culverts in the road. They do not have to.

Q. Do the roads crack very much?

A. Roads do not crack very much, because there is practically no frost.

Q. Why do you say that Florida is the home of continuing youth?

A. Because in many cases, during our inspection, we were deceived by the looks of a man, and quite surprised when we asked him how old he was.

Q. Do you mean to say that Florida makes people young?

A. We mean to say that when you go to Florida and get the air, the ocean breezes, and live in its climate, that you feel healthier and happier, and of course become more youthful.

Q. You talk about a man having Tuberculosis fifty years ago in Missouri, who is still living in Florida.

A. Yes, that man's name is E. V. Blackman. He is the past Assistant Adjutant and Quarter Master General of the Department of Florida, Grand Army of the Republic, and if you looked at him, you wouldn't think he ever had anything wrong with him.

Q. Did he ever have Tuberculosis or Consumption?

A. Well, he tells us that he had two hemorrhages a day in Missouri, and the Doctor told him he had acute Tuberculosis and couldn't last long.

Q. How old is he?

A. E. V. Blackman tells us he is now seventy-eight years old.

Q. Is he a Farmer?

A. No, he is the editor of a paper.

Q. What about Hardening of the Arteries?

A. People are greatly relieved from Hardening of the Arteries just as soon as they have lived a little while in Dade County.

Q. Why is that?

A. Because the altitude is lower, the sun is of such a character that the heart does not have to do as much work to pump the blood through-out the system.

Q. What about asthma?

A. We found a great many people who had suffered with asthma before coming to Dade County, who seem to think they were cured.

Q. What about Bronchitis?

A. Sufferers from Bronchitis report immediate relief when residing in Dade County.

Q. Did you find anyone with Neuritis?

A. We found several people with Neuritis before they went to Dade County who claim they are cured.

Q. You say people live longer in Dade County. Why?

A. The people living in Miami and Homestead,

Florida, work and play all the time. They swim, they fish, they canoe, they yacht, they automobile, they go horse back riding, and since the climate is so wonderful they are always breathing pure fresh air, because they rarely have their windows closed in their homes, and they do not have any heating stoves so they are always getting pure fresh air.

Q. Well, is that the reason you believe people will live longer there?

A. That is the principal reason. The Scientists tell us that animals live seven times as many years as it takes them to mature.

Q. Then according to your theory, if people lived right in Florida, they should live seven times eighteen years?

A. That is what the Scientists tell us, and we believe it.

Q. What about mosquitoes down in Dade County?

A. Just as soon as the lands are drained, mosquitoes almost entirely disappear.

Q. How does that happen?

A. Well, they just seem to go. Ten years ago the mosquitoes were terrible in Miami, but the United States Government worked on them, and used, we believe the same things they used in the Panama Canal, and have very largely ridded the City of Miami of mosquitoes.

Q. What about the house fly?

A. You very seldom see a house fly in Miami, or in Dade County.

Q. Why is that?

A. The Health Department in Dade County is very efficient, and they get rid of the house fly.

Q. Do you mean to say that you very seldom see a house fly in the Summer time?

A. We mean to say that you rarely see a house fly in the Summer time or any other time.

Q. How is the climate as compared to California?

A. Many people in Dade County who have been in California say that Dade County, in their opinion, is far superior in every way to California.

Q. You speak of a lady waiting on table in a restaurant in Miami. Why is she doing this?

A. She is a young married lady from New York City, who drove to Miami with her husband to make their own way.

Q. Well, why is she working?

A. Just to keep busy.

Q. What is her husband doing?

A. Oh, he is working too.

Q. Are they making good?

A. Oh, yes, he made \$800 in the month of October.

Q. How much did he make in New York City?

A. We feel very sure he never made over \$200 in any one month in his life.

Q. We notice you speak about a cultured lady teaching school.

A. Yes, she comes from Illinois, and is a very refined lady.

Q. Well, what is she down there teaching school for?

A. Well, the Doctors told her she had Tuberculosis and she went down to Miami, Florida, because she believed it was better to cure herself of Tuberculosis than it was to sit in a palatial home and have her family feel sorry for her, and have some experts tell her when she could expect to die.

Q. Well, how is she getting along?

A. Just fine.

Q. This Atlantic City every day in the year that you speak of would have to have a lot of work done on it, wouldn't it?

A. Well, if we have our way about it, we will leave it just as nature made it because it is perfectly beautiful.

Q. Don't you believe it would be well to put some improvements to help beautify it?

A. We don't believe anyone can make Florida Bay any more beautiful than nature has made it. In fact if you will stop and think, it is pretty hard to beat nature. She does her work well. She did a good job when she made you, didn't she?

Q. Well, wouldn't you think it would be wise to have steam boats and a harbor in Florida Bay eventually?

A. If the Florida East Coast Railroad continues to railroad as they have for the past thirty years, we feel very sure you would not want to spoil your shore line with a lot of steam boat docks.

Q. What about drinking water?

A. Our engineer and agriculturists, in their inspections, report a very fine grade of drinking water on our tract.

Q. How deep do you go to get it?

A. In most cases you simply drive a pipe into the ground six or seven feet and attach a pump to it.

Q. Is it good water?

A. It is an exceptionally good, clear, cold, palatable water.

Q. You say health is very good in Dade County. How many undertakers do they have?

A. For a population of about 100,000 people, there are only five undertakers. Really only four, because one of these undertakers handles only the colored deaths.

Q. Is Dade County made up of Southerners?

A. No, the population is made up of ambitious people from all over the world.

Q. Why do you say you have exceptionally good labor, cheap?

36000
15
180000
36000
420000

A. Because the colored labor are industrious and right on their toes.

Q. Well, aren't they sleepy, as you will find them in the Southern States?

A. No, they are industrious and very ambitious.

Q. Well, how is this?

A. Because we are told that the bookworm does not exist in the State of Florida.

Q. Do the colored labor make good servants?

A. They make excellent servants, and wonderful agriculturalists.

Q. Does it get pretty hot in Dade County in the Summer time?

A. We know you will be surprised to hear that Dade County is cooler in the Summer time than Philadelphia, Pennsylvania.

Q. Can that be possible?

A. That is possible, and it is absolutely true.

Q. How hot does it get there in the Summer time?

A. The highest temperature ever recorded in Dade County was 96 degrees for a few hours some years.

Q. Well, how cold does it get?

A. Well, to give you an idea, the average temperature in the month of December is 69 degrees.

Q. Well, why do you say the summers are cooler than in Philadelphia?

A. Because from 9:30 in the morning, of every day in the Summer, you have the trade winds from the ocean, that continually blow, and if you are in the shade, you are always nice and cool.

Q. What is the average temperature for the year round?

A. The average temperature for the year round is 69 degrees.

Q. Well, according to that the boys and girls can go barefoot if they care to any time of the year, can't they?

A. They sure can, and many of them do.

Q. What about the rains?

A. They have about sixty inches of rainfall every year in Dade County.

Q. Does it rain awfully hard?

A. They have a different kind of rain than you have.

Q. Why?

A. Well, the sun is out one minute and then pretty soon it just rains.

Q. Well, don't you have thunder and lightning before it rains, like we do in Pennsylvania?

A. All the time we were in Miami and Dade County, we never saw lightning nor thunder, and it rarely happens.

Q. You mean then that the sun just disappears, and it rains?

A. Yes.

Q. Well, what about the wind?

A. Sometimes you will have a very fair velocity of wind, but it is not troublesome at all. We believe it is just enough to make good, hardy plant life.

Q. Does Dade County ever have any severe wind storms?

A. No severe wind storms have ever been recorded in Dade County.

Q. Now, you charge \$75.00 per acre for your land?

A. Yes.

Q. But you call it lots. Why do you do this?

A. Well, in the first place, this land is undrained and should be drained.

Q. What do you mean when you say it should be drained?

A. We mean that in our investigation we found the only land which is almost certain of producing good crops every year is drained marl soil. Our land has a very slight slope to it. The rains falling on the land soak into the land and do not have an opportunity to run off into the sea at all times.

Q. Well, how can this land be drained?

A. This land can be drained by a private drainage district which is formed under section 1098 of the Florida Revised Statutes, 1920.

Q. Well, how is this done?

A. The State of Florida has a law that permits the owners of lands in a private drainage district to issue bonds against the land, so as to put ditches to carry the water off to the sea.

Q. How much will this cost?

A. A. R. Livingston, the engineer, who has been in this district for over ten years, doing this kind of work, estimates that it will cost \$15.00 per acre to drain this land and put hard surfaced roads in front of every twenty acres of land.

Q. Well, but you call them lots.

A. Yes, we do call them lots, because there aren't quite twenty acres of land in a lot after the drainage district has taken enough land for the road and ditches.

Q. But there are almost twenty acres, aren't there?

A. Oh, yes, there are almost twenty acres.

Q. Now, as I understand it, when I buy this land, I can pay \$750.00 down for one lot and have five years to pay \$750.00 more.

A. That is correct.

Q. Then I pay \$5.00 an acre, or \$90.00 down as a first payment to the Bank of Homestead for the Royal Palm Sugar Cane and Planting Company, to farm 90% of my land to vegetables and later to sugar cane.

A. That is correct.

Q. Then I pay the balance of the money to farm my land direct to the Bank of Homestead,

Homestead, Florida, to farm my land to vegetables and later to sugar cane.

A. Yes, the Royal Palm Sugar Cane and Planting Company does the work, but you pay the money direct to the Bank of Homestead.

Q. Now, suppose I don't live in Pennsylvania, are the terms any different?

A. Yes, the terms are different, as this land has been purchased for the investors of the State of Pennsylvania.

Q. Well, suppose I live in some other state, how do I pay?

A. If you live in any other state outside of the State of Pennsylvania, you will have to pay the full amount to \$1500.00 in cash for every lot that you buy.

Q. Well, why is this?

A. It is simply the policy of our company. We have called ourselves Pennsylvania Sugar Land Company. We bought the land for the Pennsylvania Investor, and we are sure that we will not have anywhere near enough to supply the demand.

Q. You say it costs \$15.00 per acre to put in ditches and put in roads.

A. We say it is estimated at about \$15.00 per acre.

Q. When does this have to be paid for?

A. Drainage of this land is done just like your paving is done in front of your house. Its bonds are paid within thirty years, so that you would have a tax of a little more than fifty cents an acre each year for this improvement.

Q. Does that include all of our taxes?

A. No, there are other taxes. We believe the present county tax is about ten cents an acre.

Q. Well, but how do you know that you are going to get the water off the land when you put in the ditches?

A. A very careful inspection has been made by A. R. Livingston, the Civil Engineer, and since our ground is higher than the ocean, and since you know that water runs down hill, we do not believe there is any question about getting the water off the land.

Q. Well, they have done it other places, haven't they?

A. They have done it all over the Everglades with marked success, and there is nothing new about this branch of engineering.

Q. Well, but suppose your engineer made a mistake?

A. This land cannot be drained by the district, not a dollar can be spent until the plans of the engineer have first been approved by the State Engineer of the State of Florida.

Q. You mean that the State of Florida is behind the drainage of this land?

A. We mean to tell you that before any drain-

age can be done, and before any money can be spent on this drainage, or even Drainage Bonds issued, that the State Engineer of the State of Florida must approve the entire engineering program.

Q. Well, has A. R. Livingston actually done any drainage in the Cape Sable District in the State of Florida?

A. Yes, A. R. Livingston has been doing drainage work in the Cape Sable District in the State of Florida for the last ten years, and he says this land can be drained successfully. He says that this land can be drained for, and hard roads put in front of each lot for approximately \$15.00 an acre.

Q. After you drain the land, does it stay drained?

A. Why, of course it does.

Q. Well, why are you so positive about this?

A. Because the drainage of this land is like the sewer in your city street. Wherever a sewer is properly installed in your city street, your street stays drained, doesn't it?

Q. How high is the land above the ocean?

A. This land is approximately five feet above the ocean at the high point of the land.

Q. Then, as I understand it, you start to dig a ditch at the high point of the land, and the ditch runs down hill until it gets to the ocean. Is that right?

A. Exactly.

Q. Then you feel sure that this water that comes off the land will run down to the ocean.

A. Don't you know that water will always run down hill, just as fast as you will let it?

Q. Is that so?

A. Yes, remember the Johnstown Flood.

Q. In your booklet you offer these lots for approximately \$75.00 per acre, and then you say they cannot be resold for less than \$350.00 per acre. Why do you do this?

A. We do this so as to urge you to hold your land, because of what we believe it will be worth soon.

Q. Do you mean to say that you believe these lands will really be worth \$350.00 per acre?

A. Yes, we believe they will be.

Q. Why?

A. Because in our inspection we found drained lands under cultivation which we feel certain are not a single bit better than the lands we are offering at this unheard of price, which you could not now buy at \$500 per acre.

Q. Well, but if I buy the land, how do I know my next door neighbor is going to hold up the price of \$350.00 per acre?

A. Well, we are going to try to find the right kind of neighbors for you, and we believe that if

he agrees to do something, he will keep his agreement, in just the same way that you will.

Q. Why do you say this should be worth \$350.00 per acre, and you are selling for \$75.00 per acre?

A. Well why is Pennsylvania land worth at an average of \$200.00 per acre?

Q. Because you can't buy it for any less?

A. That is exactly right, and that is why your land in Cape Sable District should be worth \$350.00 per acre, if nobody sells for any less.

Q. Now, when I pay \$750.00 down, what do I get?

A. You get an Agreement for a Deed.

Q. Well, what does that Agreement for deed mean?

A. That Agreement for Deed specifically states that you will get a warranty deed for the property you purchase, just as soon as you pay the other \$750.00.

Q. What else do I get?

A. You get a Merchantable abstract, showing the title of this land in the Model Land Company.

Q. Do I get any cash discount if I pay for the land outright?

A. Well, you save \$225.00 interest if you pay for the land outright.

Q. When I give you \$750.00 cash, I give you a note for \$750.00 don't I?

A. Yes.

Q. Well, if I give you this note, can't I pay it any time so as to save the interest?

A. No, we won't promise that you can pay it any time and save the interest as a note for \$37.50 per acre with 6% interest secured by any of our land, is, in our opinion, an excellent investment in the State of Pennsylvania, and we doubt very much if we would accept any prepayment.

Q. Well, now if the land is such a wonderful bargain, and value, why are you selling it?

A. Because we, as Merchants, feel you will highly appreciate this offering, and make a good profit, and if you don't, we are very sure others will so don't buy or even think about buying if you think you are helping anyone but your very own self.

Q. What about hunting?

A. Well, any hunter who has hunted in the Cape Sable District will tell you there is no place better.

Q. What do you get?

A. You get a great variety of hunting, and it is especially good for deer, duck, coot, curlew and coon.

Q. Where do you find the deer?

A. You will find large number of deer in the hammocks.

Q. What are the hammocks?

A. Hammocks are little, high places made by nature, with trees on them.

Q. Does your land have hammocks?

A. Yes, it does.

Q. About how much of the land is hammocks?

A. It is estimated by A. R. Livingston, the Engineer that about 10% of our land is hammocks, and the rest is what they call prairie land.

Q. What about coon?

A. One of the great delights of the sportsman is to hunt coon at night.

Q. What about duck hunting?

A. Well, just because you have shot ducks elsewhere is no reason why you can shoot them here.

Q. Why?

A. Well, they fly very fast and you must be right on your toes to get them.

Q. Are there many of them?

A. Oh, yes, there are large quantities. To give you an idea of what a real hunter can do, two men left Homestead, Florida, and returned in twenty-four hours with two hundred ducks and they drove some too.

Q. Well, that is going some. They must be good hunters.

A. Well, on another occasion two men got 96 ducks with only fifty rounds.

Q. I never heard of anything like that before.

A. We agree with you. We believe the Cape Sable District in Dade County, near Miami, Florida, is the most wonderful place we ever saw, and if you hunt there once, you will want to go back; in just the same way that if you do anything else there, you want to go back and do it over again.

Words cannot describe our opinion of this country.

Q. Why do you call yourselves the Pennsylvania Sugar Land Company?

A. Because we believe, after a careful inspection, that we are offering the people of the State of Pennsylvania, Mari Lands which will grow sugar cane very abundantly.

Q. Why do you think so?

A. Well, we made a very thorough inspection of the Cape Sable District, and we found sugar cane growing with very little attention, that was a very excellent cane.

Q. What do you mean when you say a very excellent cane?

A. We mean that we found sugar cane with a very high percentage of sucrose and purity.

Q. What do you mean by sucrose?

A. Sucrose is the word that is used to tell you how much sweetness is in the cane.

Q. About how much sweetness do you have in the cane in the Cape Sable District?

✓ A. We are told that we will have from 10% to 15% sucrose.

Q. How much cane will you get to the acre?

A. It is variously estimated that Mari soil, with

sugar cane properly planted will yield from thirty to fifty tons of sugar cane to the acre.

Q. You mean to say that you are likely to get as much as 60,000 pounds of sugar cane to the acre?

A. That is what we are told. You might get 100,000 pounds.

Q. Well, how much would that mean, 6,000 pounds of sugar to the acre?

A. That is approximately what it would mean. Maybe 10,000 pounds.

Q. Well, what would it cost to plant that sugar cane?

A. The Royal Palm Sugar Cane and Planting Company estimate that it will cost approximately \$50.00 an acre to plant sugar cane in this territory.

Q. Well, with sugar at the price it is now, I would get a lot of money for every acre of sugar cane I had, wouldn't I?

A. Oh, yes, but that is just the cane. You have to get the juice out of it first.

Q. Well, that doesn't cost much, does it?

A. No, it doesn't cost much, but it costs some.

Q. Well, after all of this land is planted to sugar cane, the cost of sugar will be cut, won't it?

A. There is no desire on our part to cut the cost of sugar. We believe sugar is a profitable business, and we thought you would like to get in on it.

Q. Well, now, how much do you suppose I could expect to get from one acre of land planted to sugar cane?

A. The Royal Palm Sugar Cane and Planting Company estimate that you should receive \$100.00 net per acre, per year, from every acre of sugar cane planted for you.

Q. Does this sugar cane have to be planted every year?

A. The sugar cane which is growing in the Cape Sable District rarely has to be planted each year. It ratoons. Some of the cane which we inspected has been ratooning for 27 years.

Q. Well, what do you mean by ratoons?

A. Well, the sugar cane keeps growing and you just keep cutting it each year.

Q. How is the sugar cane planted?

A. The stalk of sugar cane is simply laid in a furrow.

Q. Well, what does it look like?

A. It looks like a corn stalk and has a joint on it every four inches, very much like a Bamboo fishing pole.

Q. How thick does it get?

A. It gets a little bit thicker than a corn stalk.

Q. Is it the stalk that you get the sucrose out of?

A. Yes.

Q. Well, how do you do it?

A. The sugar cane is cut with a large knife and is taken to a mill and squeezed and ground until the syrup is almost all out of it, and the sugar is made from the syrup.

Q. You say you must get the syrup out of the cane, suppose you just got the syrup out, could you sell it?

A. Oh, yes, there is a ready wholesale market for sugar cane syrup at about 65¢ a gallon.

Q. Well, how many gallons do you get to the acre?

A. In our investigation we learned of fields of cane in the Cape Sable District that have been constantly producing for twenty years, and at the rate of 600 gallons per acre.

Q. You mean that the syrup from one acre of land is worth \$390.00 an acre a year?

A. That is the average we found, but we are told that the largest amount of syrup ever gotten from one measured acre in the Cape Sable District was 1250 gallons.

Q. Why, that would amount to \$812.50; can that be correct?

A. Yes, that is correct, and we have a letter from one of the old residents of the Cape Sable District who has lived there and actually saw this done, but he doesn't say how much money they got a gallon for that particular syrup.

Q. Well, what do they do with what is left?

A. The Pennsylvania Sugar Company is going to make paper out of what is left from their lands.

Q. We notice the Pennsylvania Sugar Company have a mill that costs \$1,500,000. Now, when we grow cane on our land, who is going to put up a mill that will cost as much as that?

A. Anyone of the large sugar companies will be very glad to put up a mill costing twice that much if someone will simply grow the cane.

Q. Why do you say this?

A. Well, the sugar beet lands in the West have never had any trouble getting a sugar beet mill. The sugar companies are always interesting the farmers to raise more beets.

Q. What about labor?

A. You can get the finest kind of labor in Dade County, who will give an honest day's work for very little money.

Q. Is this labor White or Black?

A. Practically all Negro labor, but they are smart, industrious Negroes.

Q. Where do they come from?

A. Some come from Georgia, Louisiana and other Southern States, and there are a great many Negroes in the Bahama Islands, as well as Cubans, who would be very glad to come whenever the

Royal Palm Sugar Cane and Planting Company needs them.

Q. Now, suppose I bought four lots, or approximately 80 acres of land, that would mean that I would have about 8 acres for a Winter home and a garden?

A. That is correct.

Q. Could I get good servants who would keep up this Winter home and still make me money by growing vegetables?

A. That is exactly the idea we had in mind when we perfected our plan. You can buy this land and have your servants plant grape fruit, avocados, mangoes, papays, bananas, pears and other fruit trees. They can live in the servant quarters provided by you for them, and on the 8 acres alone, without figuring on the income that you should get from your sugar cane, you should pay out your entire investment in an infinitely short time.

Q. Well, I could have my servants raising strawberries, vegetables and potatoes between the rows of trees, and if they are good servants, the vegetables alone should pay out my investment, shouldn't they?

A. They certainly should, and many of them have done so.

Q. Now, when the Royal Palm Sugar Cane and Planting Company take care of 90% of my land, as I understand it, all I do is to pay the cost of planting as the Royal Palm Sugar Cane and Planting Company call for it, and then when the crop is harvested I get all of this money back before any money is paid to them?

A. That is correct.

Q. Then the bank gets the money, is that so?

A. That is so.

Q. In other words, every dollar that I spend on my land must be paid to the Bank of Homestead, at Homestead, Florida, and the money is spent in strict accordance with the contract?

A. You have it correct.

Q. Now, I notice they only take a contract to farm this land to sugar cane for ten years. What will I do when the ten years are up?

A. You may be sure that you will never have any trouble getting them to continue to farm for you, because they confidently expect that they can make you \$100.00 per acre per year, and if they make you \$100.00 per acre per year, they will make \$50.00 per acre per year for themselves.

Q. Then, as I understand the proposition, if everything goes all right and they plant sugar cane for me, after the land is drained, on a lot that I pay \$750.00 down on, they farm about 18 acres to sugar cane. Is that right?

A. Yes, that is correct.

Q. And they estimate that they can make me

\$100.00 per acre per year or \$1800.00 a year on an investment of \$750.00 plus the cost of putting this into sugar, and I owe \$750.00 which must be paid in 5 years. Is that correct?

A. That is correct, and that is strictly in accordance with the terms of the contract.

Q. You say I pay 6% interest. How often do I pay it?

A. Once a year.

Q. You say this land has to be drained. Is it all under water?

A. No, it is not all under water all of the time. There are months at a time when a great deal of similar lands, in certain years, can be planted to vegetables, and huge crop yields are obtained, but if you have too much rain, your crops are not so good.

Q. Then your idea in having the land drained before it is planted, is so to be sure that the land will have just enough water, is that right?

A. That is correct.

Q. These crop yields you spoke of in another part of this leaflet, are those on drained land?

A. Some of these crop yields we speak of are on drained land and some are on undrained land, but it is advisable to plant the crop on the drained land, and that is the reason we suggest it.

Q. You say that 90% of my land will be planted to sugar cane by the Royal Palm Sugar Cane and Planting Company. Why don't they plant all of it?

A. Because in perfecting this plan, we believed that you would like it better if you could use 10% of your holdings for your Winter Home.

Q. You mean that if I care to, I can build my own winter home on, say, about two acres of the lot that I buy?

A. Yes.

Q. What does a house cost to build in the Cape Sable District?

A. It costs very much less to build than the regular city home in Pennsylvania.

Q. Why?

A. Well, in the first place you do not have a furnace or a heating stove.

Q. You mean that no one uses coal or heat?

A. No one needs to use heat in Dade County, and most of the homes are built without fire places.

Q. Do the folks use heavy clothing?

A. You can wear summer clothing in Dade County all of the time.

Q. Do they plaster the inside of their house?

A. Oh, yes, they do, but it is not necessary.

Q. Why?

A. Well, because you could live in a tent all the year round, very comfortably, if you cared to.

Q. What do you mean when you say "An Atlantic City every day in the year?"

A. We mean that the Southern tip of our property is bounded by Florida Bay.

Q. Do you mean to say that I would be close to the Atlantic Ocean?

A. Yes, no land owned by us is more than nine miles from the Atlantic Ocean.

Q. Is Florida Bay a good place to swim?

A. Florida Bay is an excellent place for bathing, and has a wonderful beach.

Q. How deep is the water?

A. The water deepens as you go out at the rate of about one foot to every mile.

Q. And you can swim in it every day of the year?

A. Yes, you can walk right from any part of the property to the ocean.

Q. Do they take much fish out of Florida Bay?

A. It is estimated that over 500,000 pounds of fish are taken out of Florida Bay every year.

Q. Who is the Redland District Chamber of Commerce?

A. The Redland District Chamber of Commerce represents some of the most progressive and fertile communities in Dade County. It is sometimes referred to as the Back Country.

Q. What districts do they represent?

A. Homestead, Florida City, Red Land, Silver Palm, Goulds, Princeton, Naranja and Modesto.

Q. I notice you have a letter from the Redland District Chamber of Commerce, approving your plan in your book entitled "Why Sugar Costs So Much."

A. Yes, we have.

Q. Did they make a thorough inspection of everything before they gave this letter, like the Chambers of Commerce in Pennsylvania do?

A. Yes, they made a very careful inspection, and were in conference with us for a long time before we obtained their approval.

Q. Did you get the approval of any bank before you made a purchase of this property?

A. Yes, we got the approval of the Bank of Homestead before we purchased this property, and they say they feel very sure this land will be worth more than \$350.00 an acre before ten years have passed.

Q. Who is the Bank of Homestead?

A. The Bank of Homestead is a branch bank of one of the largest chains of banks in the State of Florida. They have banks in many cities and are thoroughly reliable in every way, shape and form.

Q. Now, Capt. J. F. Jaudon, President and General Manager of the Royal Palm Sugar Cane and Planting Company, when did he come to Florida?

A. He came to Miami in 1896 with a team of mules.

Q. Has he been there ever since?

A. Yes, he has been there practically ever since.

Q. Is he a graduate of any college?

A. No, he is a self made man.

Q. What has he done since he has been in Miami?

A. He has done practically everything in the agricultural line that a man could do. He has been one of the builders of Miami. He built roads, held public office, and is a member of the commission firm of Jaudon Brothers.

Q. Then his commission firm could market our crops, couldn't they?

A. You bet, and they will get a good price for you too.

Q. Where did Capt. Jaudon come from?

A. Capt. Jaudon came from Orlando, Florida.

Q. We notice that S. E. Livingston is Vice President of the Royal Palm Sugar Cane and Planting Company and the Mayor of the City of Homestead. Where did he come from?

A. S. E. Livingston came from Woodford, South Carolina.

Q. When?

A. In 1900.

Q. How did he happen to come?

A. He says himself that he just struck out, looking for a new country and he came to Florida.

Q. Does he own any land?

A. You bet he does, and he is planting tomatoes on it right now.

Q. Has he made money?

A. Yes, he has made money and everybody in Dade County makes money if they farm on the right kind of land and will work.

Q. Is S. E. Livingston a popular Mayor in Homestead?

A. There is no finer nor fairer man in the City of Homestead than S. E. Livingston, as is evidenced by the fact that he was nominated for Mayor, his second term, unanimously.

Q. Well, the men who came there early really made the profits, didn't they? They were pretty lucky.

A. There is no such thing as luck in making money. You must work. When they came to Florida, they had an awful hard time, and you probably would never have stood it.

Q. Why?

A. Well, pioneering work is always very hard.

Q. But see what they got.

A. They were not as lucky, and they are not as lucky as you are, because they never had such an opportunity as you are being presented now.

Q. Well, why is that?

A. They understand the hardships they had to go thru and they are willing to let you keep your present position in Pennsylvania and simply put in a little money, into some land, and pay the actual cost of farming, and they will do the work.

Q. Then, as I understand it, all I have to do is to pay out the money necessary for the actual cost of farming, and they do all the work for me and I still keep my job in Pennsylvania. Is that correct?

A. That is exactly so.

Q. Well, that seems like a very fair proposition.

A. It is not only a very fair proposition, but it is, in our opinion, the best opportunity you have ever had brought to your attention, and you will have to act quickly or you won't get in on it. Remember that everybody in Dade County that we found, were men just like Capt. Jaudon and S. E. Livingston, who had practically no money to start with, but plenty of ambition, and they made good.

Q. Well, from what you say about Miami and Dade County it is certainly a revelation to me, and I would like to go down and see it some time. Do you have somebody on the property who can show me around?

A. No, we do not have anyone on the property to show you around. In fact if you spent six months looking, you could not find as much as we have told you, and if you spent as much money

as it would cost to buy 100 acres of this land, you could not find out as much as we have told you.

Q. Well, I want to make an investment, but I want to be sure.

A. We have done everything that we know of to convince you that we believe that we have a wonderful opportunity for a few people. Now, if you ask your grandmother or your parents or any other "I-told-you-so" fellow before you make up your mind to buy under our plan, please do not buy, as we found a very wonderful place, populated by a very wonderful people who all have red blood and think for themselves, and if you are not that kind of a fellow, we would not want you. We would not want to be accused of spoiling this wonderful population that exists in Dade County. If there is anything else that you yourself want to know before making up your mind, either one way or the other, a postal card or a letter will be answered very promptly. We have done the best we could to convince you of your worthiness and our sincerity, and we trust that you will act before it is too late, as only a few people can participate.

Write, telephone, telegraph for further information.

PENNSYLVANIA SUGAR LAND CO.

Third Floor, Caplan Building
HARRISBURG, PA.

General Counsel: Olmsted, Snyder and Miller, Harrisburg, Pennsylvania.

References: Redland District Chamber of Commerce, Homestead, Florida.

Bank of Homestead, Homestead, Florida.

Any State or National Bank in the City of Miami, Florida.