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January 14, 1924.

Mr. J. E. Ingraham, Pres.
Model Land Company,
Saint Augustine, Florida.

Dear Sir, -

I drove down to Coconut Grove and had a nice visit with Dr. David Fairchild this morning and asked him to tell me what he knew about Mr. Dean and his proposition, but, I am not going to write you, in detail, as Mr. Fairchild stated he would be pleased to write you direct and promised to do so today, so that I anticipate you will receive his letter sometime tomorrow.

One of the main impressions that I gained from Mr. Fairchild's conversation was that he does not think Mr. Dean is making an honest and correct representation to prospective purchasers in connection with inducing them to purchase this property, and he expressed a prediction, if handled along the lines as indicated in the literature shown him by Mr. Dean, that later on some purchaser will become disgruntled or dissatisfied and the matter will be brought to the attention of some Pennsylvania Congressman, who in the usual political manner, would not hesitate to get up on the floor of Congress and openly denounce the proposition as another Florida swindling land game and might even go so far as to state that the property was sold by the Florida East Coast Railway.

In short, Mr. Fairchild is afraid Mr. Dean's literature and salesmen might lead his simple class of prospects, - (mostly Minnonites) to believe that they will get rich from the crops to be produced on their 20 acre farms without even coming down.

Please call upon us if we can be of any further service to you.

Yours very truly,

PEPPER & POTTER,

FJP/D.

By