

HENNING & SMITH, INC.
FLORIDA REAL ESTATE

15 North Orange Avenue

Orlando
Dec. 4
1926

Miss Ida M. Tarbell
120 East 19th Street
New York City

Dear Miss Tarbell:

Your very kind letter was received in this morning's mail, and I shall prove to you what a prompt correspondent I am, by answering at once.

The situation in Florida was pretty bad, but it was much less so than outsiders were led to believe. The whole story in a nut shell is, that at the time of this hurricane, everybody was carrying all the load he possibly could in the way of investments, which were only partly paid for. Capital being naturally timid, credits at once tightened to the point where it was virtually impossible to get any money, so the natural result of it all was, that everybody was in debt, and nobody pushed payments, feeling that every other fellow was like himself, and to disturb the situation might bring serious consequences. The result of this forbearance has been that the situation is righting itself much more rapidly than we thought possible. Building is going forward in this part of the state at a tremendous rate. Central Florida will probably end the year with about 50% net gain in construction, over 1925.

Your information about workmen and mechanics of all kinds, buying little farms adjacent to the towns and cities where they work, is quite correct as applied to central Florida, and while I have no direct information from other sections of the state, I feel quite sure that it is true elsewhere.

By making specific inquiries, I could procure for you a goodly sized list of just such people, as I have heard of them and have talked with numbers, at various times. For instance, the Radiator and Fender Repair man, while working on my car a few days ago, told me of the nice little twenty acre tract of land he recently bought near Orlando, which he is developing into a grove, having cleared practically all of the land, preparatory to planting.

Doubtless you recall, on our drives, the large number of little homes scattered along the highways. Investigation would show that practically all the occupants of these homes are two classes, one farmers who have come here and located, the other mechanics and

"FLORIDA—AN EMPIRE IN THE MAKING"

*Buckin'
The Farm*

Miss Ida Tarbell

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tradespeople, working at adjacent towns, who locate in the country for the purpose of doing farming or poultry raising, and having a satisfactory atmosphere in which to bring up their families.

I am taking the liberty of calling your letter to the attention of our Chamber of Commerce, and asking them to send you whatever specific information they may have. I feel sure that they will be glad to help you.

Orlando did not have any damage from the storm. In fact, we are two hundred miles from its nearest approach.

I am planning to be in New York, some time the latter part of next week, and shall be glad to give you a ring in case I am unable to call by to have a little visit with you.

It would give us much pleasure to have a visit from you this winter, and both Mrs. Henning and Harriette join me in an invitation to you.

With kindest regards,

Very sincerely yours

Chas Henning

H/F