October 24, 1928

Dear Scott:

I am sorry I have been so slow in answering your letters, but I have had a rather busy time. I wanted to think over this last one - the one of the 14th.

I have been trying to get a notion of your financial situation and of what you have the opportunity to do, and what is wise for you to do. I am inclined to think that being able to hold a position such as you have now, that enables you to support the family and gives you both leisure to carry on at least a limited amount of outside individual work, is about as desirable a thing as any energetic person could have.

The trouble with even a better full time position would be that it would allow you no leisure for independent work; and while you might gradually get a share in your business it would necessarily be slow. If it was a good business, with generous ideas about taking in people, that is all right; but such businesses are not easy to find. It seems to me that you have a good chance if you work upon it. I don't know what you are doing about developing a royalty company, which is what I suppose you talked over with Frank. I have been much impressed with the little Titusville royalty company. For a good many years now it has paid 8% and the last two years I believe it paid 10%. It has been managed very quietly and conservatively, and anything that over a period of years pays you 10% is a mighty good investment.

If you could form a group of royalty properties, even very large, capitalize your company modestly and sell stock in i the Titusville royalty company has done, it seems to me that yo very well get a very good thing for yourself. You of course wo have a certain amount of stock for your pulling it together and vising it. Possibly for the supervising and the book-keeping it would be right that you have in addition to that a little salary.

I would be willing to put a little money into such an taking myself, and perhaps I could get two or three other people put in a little; but I could not ask them to do so unless I had a statement of what the properties were, what they had been doing, a what they hoped to do - all your financial plan, and what ~~influenc~~ you could reasonably expect to ~~interest~~, what amount of surplus wanted to accumulate for adding to the property, etc., etc.

Yours

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have to be done in a thoroughly businesslike way in order to sell anything here. Business has become such a highly developed matter that you have to "show 'em" before they invest today.

I long ago got out of my head the idea of making a strike, waiting for a streak of luck, etc. What you would have to do in this is to get down to business, and I think you could make a very good thing out of it. I don't see why it should not be a growing thing, and I will do anything I could, provided I have the data.

Frank and his friends might be financing this thing for you, but if they are not, get up your company, get the facts down on paper, and then no doubt, with a little work, we could get together a group that would take small amounts of stock at least.

Now, about the Piney Grove land. It looks good to me, and I would like to see you get hold of it. I should think that it might very easily be made a summer home for your family, and that you might lay out part of it in attractive plots to sell to people who might want to build bungalows for the summer. There is a lot of that kind of thing going on all over the country now. You probably would not get a great amount of money out of the selling of the lots but enough to pay for the land and give you something at least for your trouble, at the same time keeping a good piece for yourself.

You say there is a mill on it. I wish you would tell me something more about it. Is it stone? Could it be made livable? One of the most attractive houses I have ever seen was a re-converted mill.

You say the place is pretty well timbered. What kind of timber? Is it second growth or primeval?

What are the drawbacks? Mosquitoes? Snakes? Also, on what terms could you get this land? Would you have to pay cash down? What is your idea about its use? Its development?

Of course it might be valuable simply to buy it and hold it for an advance in price, though that is a very uncertain way, and you must remember all the time that there are taxes. You would stand a much better chance of selling it to advantage if you could divide it into small sections, I think, and have your family there for part of the year. The distance is not so great but what you could at least spend your week ends with the

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Write me what you think about all this. In any event, it seems to me that your game is to get hold of real business, building that up while you are carrying your job.

I am glad that you are moved. Tell Lydia that if there is anything that she really needs in the way of furniture I have no doubt the old store room in the barn would yield it up. My problem is to get that stuff distributed so that I won't have to go on paying fire insurance on it.

Affectionately

Mr. F. Scott Tarbell
Chanute, Kansas

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