

# CHASE & COMPANY

GROWERS' MARKETING AGENTS  
PACKERS AND SHIPPERS

FLORIDA FRUITS AND VEGETABLES

SANFORD, FLORIDA

August 26, 1927.

Mr. J. C. Chase,  
Camden, Maine.

Dear Josh:

On arrival at the office this morning I found yours of the 21st, addressed to Mr. Pratt. I have had a copy made of same, am forwarding the pen and ink original to Mr. Pratt, and am enclosing you a copy of same.

If Mr. Pratt had been advised, or if he had taken the trouble to ascertain the nature of the meeting which was held in Orlando on July 19, and learned of Mr. Tenney's recommendations with regard to the preparation of form of contracts, by-laws, etc., for the proposed Clearing House organization we are endeavoring to create, he certainly would not have written Newton as he did.

Mr. Tenney stressed the necessity of having it a growers organization, and to follow closely the particular form of organization which he recommended. There were three plans under discussion, and the one we are trying to follow is the one he indorsed, and expressed a willingness to furnish us additional help in the preparation of contracts for the growers to sign, and other forms pertaining to the organization which we might ask for.

The idea of following the government recommendations was to avoid having any of the growers charge that the larger sales organizations had formulated the plans for their own special benefit without regard to the interests of the growers. Personally I do not think that it is merely a gesture on the part of those interested in the creation of the clearing house organization to endeavor to have it a growers foundation.

After reading over your letter to Pratt I thought it just as well to let it slide.

Yours very truly,

*J.C.C.*

SOC:HMR.

DISTRIBUTORS  
**Suniland**  
TRADE MARK  
FRUITS AND VEGETABLES

*Twynan has applied to Commander for a job.*



Dear Archie:

Note copy of your long letter of the 16th to Newton and almost as long reason therefore of the 17th, neither necessary if Newton was then in Orlando. He is certainly just as much entitled to his vacation as you were, and as you have had yours it is hardly fair to begrudge his.

Altho you were requested by me by wire and letter to secure some first hand information concerning the forms, agreements, etc. of organizations on the coast similar to the proposed Clearing House I am not advised that you did a thing of a helpful nature.

Somehow the tone of both of your letters to Newton does not meet with my approval. If you have anything on your chest work it off in a personal conference, and not over the radio. In my opinion your letters will do more harm than good. Neither will tend toward team work or create a spirit of cooperation absolutely necessary if all operators are to work together under any plan.

Tenney agreed to furnish, if requested, all forms of agreements, plans, contracts, etc. He understood what was required and should have given the matter attention. Newton should not be held responsible for the delay. You should post yourself before you jump on anyone. We discussed the question of forms and I advised having same drawn up by Tenney's department to be adjusted by the Committee to conditions confronting the Florida citrus industry. We thought this essential to avoid adverse criticisms from Commander and others if contracts made up by committee. As far as I know no word came back from Washington such as you picked up from Kitchen.

In my last conversation with Tenney, after the Orlando meeting, he made the statement that with modifications he thought the Eastern Shore Potato forms and agreements could be made to fit for Florida.

Did you see Newton before he left? Are you in touch with Mouser, and have you personally gone over Newton's files in Mouser's possession? If not you had better do so and post yourself. Try to dismiss from your mind the idea that you are the only cooperator, and if other's do not play ball your way they are wrong, and you are always right.



As one of your well wishers let me suggest that from now on you abbreviate all of your letters, circulars, etc. Boil down what you have to say to the smallest space; condense to one sheet what you put on three.

All questions of policy concerning Chase & Company discuss before writing with Mr. S. O. Chase, W. J. Lee, A. R. Bogue, W. A. Leffler, or Randall Chase, in order named if matters require quick handling.

Sincerely yours,

J. C. CHASE.