

C O P Y .

On Train Fort Myers to Wauchula, 5/26/1919.

Chase & Company,  
Jacksonville, Fla.

Gentlemen:

I accepted invitation to spend Sunday in Fort Myers, knowing I could get a straight line on the inside works of the Florida Citrus Exchange. Here it is.

Skelley was offered \$15,000 to stay but he had sewed himself up with the new bunch and could not break his agreement. Before they knew what he was going to do he had said he would not be competitive with the Exchange, and the Exchange officers had decided to carry him on the payroll an extra month and give him a Cadillac as a good by present, but as soon as they got onto him he was taken off the payroll and he does not get the auto unless he buys it. Hammer spilled the beans.

Dr. Hoss salary has been raised from \$2400.00 to \$5000.00. They have been spending \$150,000 per year for advertising. They expect to reduce it 50% next season at least they expect to cut the 10¢ out on grapefruit to 5¢ per box. The following will give you correct cost to grower of putting fruit through the Exchange exclusive of picking, hauling and packing.

TAMPA RETAIN: Oranges sold at auction 19¢, private sale 31¢. Grapefruit auction 26¢, private sale 38¢. This includes the 10¢ advertising for grapefruit. Sub-Exchanges take from 2¢ to 4¢ for district expenses which pays the sub-manager, clerks, rent, etc. then the local association takes 5¢ or an agreed sum for packing house building or replacement fund. That is a local feature and is regulated by the members of each association. It adds up 26 to 30 for oranges and 33 to 37 for grapefruit.

Exchange packing charges vary. It is supposed to be actual cost; in fact everything is supposed to be actual cost. The average charge last season was 68¢ grapefruit and 73¢ oranges.

It would seem this information properly used by our agents, would help in getting contracts from growers who are looking for results and not working for sentiment.

JACKSONVILLE, FLORIDA

CHASE & CO Yours truly,  
C.M. TYLER.