

THE FLORIDA LAND & COLONIZATION COMPANY LIMITED.

13, Austin Friars,

London, 16th November 1886
E.C.

Mr H. S. Sanford.

Brewster House,

New York

Dear Sir,

As verbally agreed you have sailed for America to supervise the Company's affairs in Florida.

The sales during the last two years, although the prices have been good, are upon too small a scale to cover expenses & interest, and it is hoped that you may be able to infuse more life into the business.

The appointment of a Chief Agent, in place of Mr. Trafford, calls for very careful consideration. Although Mr. Beardall lacks some essentials for actively pushing sales, his long connection with the Company & previous employment by Mr. Mackinnon in East Africa, are testimonies to his steady & trustworthy character & he is a good office man & a fair surveyor. On these grounds, it is thought he should be retained, even if the management has to be shared with another, who may be a better salesman & more active out door man.

In addition to the £250 for the expenses of your journey & residence in Florida, which the Directors have

given out of their fees, it is proposed as an experiment that you should receive a Commission of 20% of the difference, being a profit, between the Agent's Valuation at 30th June last & the sales of any of the Company's unimproved lots & lands from now until the end of the current financial year, say, 30th June 1887.

Thus, supposing property standing at \$10,000 valuation be sold for \$15,000, you would be entitled to receive 20% upon the increment of \$5,000 equal to \$1,000 - Such commissions only to become due when the cash is actually paid.

An amended Power of Attorney will be drawn up on Mr. Thomson's return, now daily expected, & forwarded by an early opportunity.

I enclose draft for £500 on the Manayunk Bank for balance of ^{your} Dividend as arranged, receipt of which please acknowledge, & at foot I annex copy of instructions sent to Mr. Beardall.

Yours faithfully,
A. W. Macfarlane,
Secretary

I have to inform you that Mr. Sanford left England on 13th inst for Florida & may be expected at Sanford about the end of this month. He is commissioned by the Board to investigate & exercise his influence in the Company's affairs