

J. W. C. JONES  
GENERAL MANAGER

GEO. T. WARREN  
PRESIDENT  
J. A. FROST  
SEC'Y-TREAS.

F. E. MAKEEL  
COUNSEL

# SOUTHERN LAND-INDUSTRIAL COMPANY

FIRST NATIONAL BANK BUILDING

J. R. Tillery,

*Chicago, April 25th. 1895.*

Tillery,

Dear Sir:--

Your favor of the 17th. inst. received. There is a demand for such a farm as you offer. We handle no properties except such as are given to us exclusively by the owners or authorized agents. We have a large class of desirable patrons whose time and attention is too valuable, as well as our own to employ them in consideration of properties that we do not control ourselves or are <sup>not</sup> controlled in our interest by a local agent in the South.

If you will give us the exclusive agency for 60 or 90 days we will be pleased to place it before such of our clients as are looking for this kind of property. If you are disposed to do so, please favor us with a plat showing its exact location and conditions, together with a description giving any particulars of interest not mentioned in your letter now before me - also your price and terms of sale.

To secure ready sale price must be reasonable/ as fancy figures will not obtain with business buyers. If you can secure an exclusive control of timber tracts and large bodies of agricultural land we would be pleased to have you do so, furnishing description and all particu



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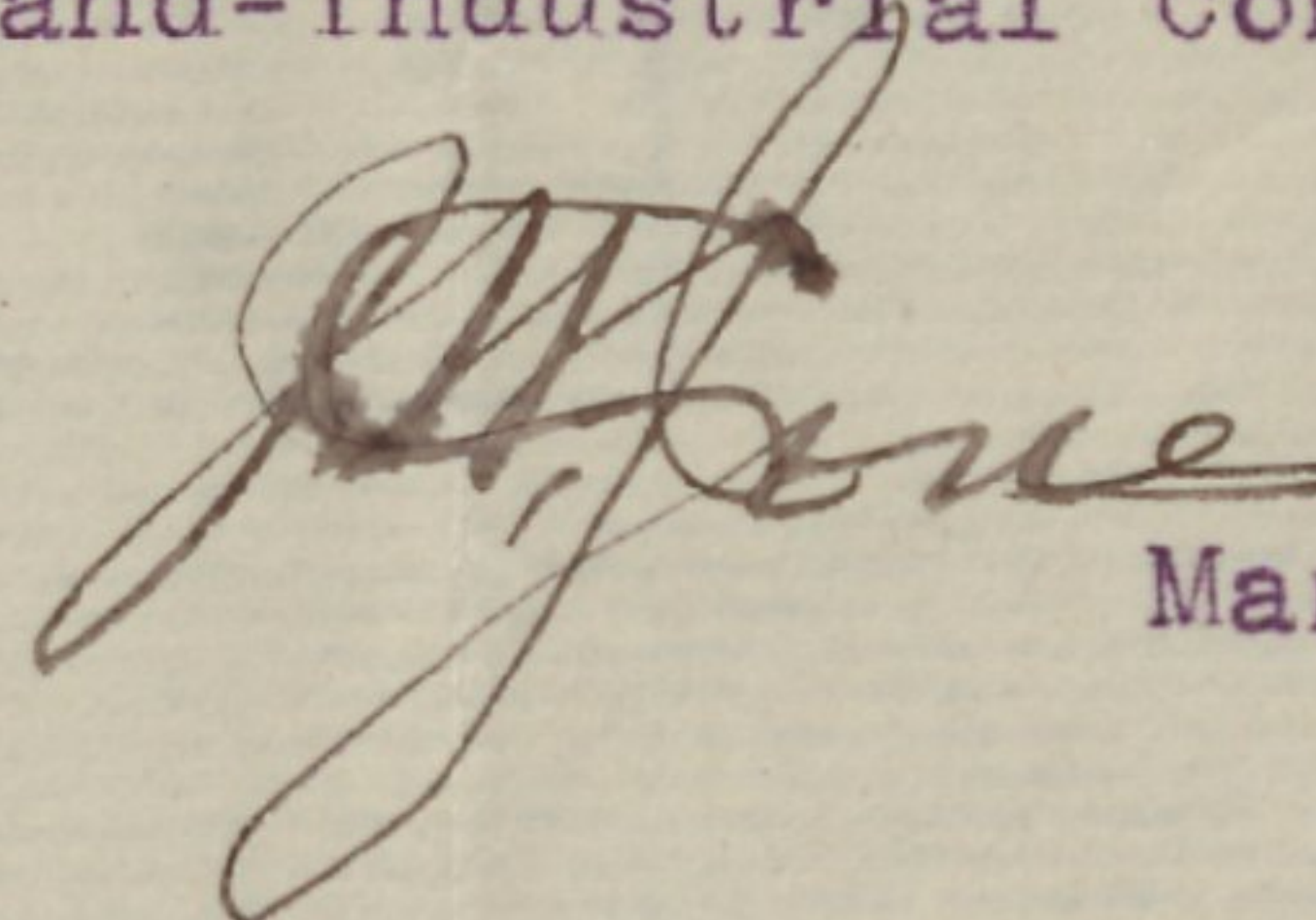
*Chicago,*.....

and all particulars concerning them to us and we will present them to persons whom we know personally to be looking for such investments. Such properties not to be placed by you with any other office. Wide experience, a large acquaintance and extensive advertising in the North and North-West affords us special facilities for placing desirable properties before actual homeseekers and investors.

We are satisfied from your letter and from what you say of yourself that you are in a position to very effectually cooperate to our mutual benefit. If you will write us fully and favorably we will forward complete advices, in our reply,

Very truly Yours

Southern Land-Industrial Company

  
Manager