

The Truth About Florida

The Bunnell Home Builder

Edited by S. HOWARD

1115—108 So. La Salle Street, Chicago, Ill.

MARCH

1918

Plowing Land in Mid-Winter in Shirt Sleeves



Here is a Bunnell farmer plowing in the month of January. He is preparing his land for the Irish potato crop, which is the first of the three annual crops raised in our colony. This is quite a contrast to the northern farmer, who cannot raise anything during the winter months, but must spend his savings of the summer for feed for his livestock, and for fuel and heavy clothing for himself and family.

WHAT IS YOUR CHOICE?

Just what you want to know about the Bunnell Colony

What kind of people are living in the Bunnell colony at the present time, and what is the class of people to whom you have sold land? Bunnell is one of the most cosmopolitan places you could imagine. We have citizens here from almost every State in the Union, from Canada, and countries across the sea. You will find a splendid class of people here, no doubt the same that you have been accustomed to associate with, and you will find the same churches, schools and lodges.

How large and how small sized tracts do you sell? From ten acres upward. We also have a few five acre tracts near Bunnell, and a few near the town of Dupont.

Are the lands timbered? Our land is what is known as "cut-over" land. Practically all the large trees have been removed, but the stumps remain and there are some young trees that have grown up since the other timber was removed. There is practically no underbrush on our land.

Where is your land located? On the Florida East Coast Railroad, eighty-seven miles south of Jacksonville.

Is the land rocky? It is entirely free of rocks.

What is the cost of clearing the land? The price of clearing our land varies considerably. I believe that the average acre of land in our colony can be cleared at an approximate cost of \$15.00 an acre.

Is the timber on the land of any value? Yes, if saved for fence posts and fuel.

Is irrigation necessary at Bunnell? No, not in the sense that irrigation is known in the western states. Not one farm in a hundred is irrigated here.

Is the Bunnell colony in an artesian belt? Yes, one can strike artesian water almost any place in the colony.

At what depth can artesian water be obtained? From 150 to 300 feet.

Is the water pure and wholesome? Yes, absolutely.

At what depth is good drinking water obtained? At about a depth of 25 feet.

What is the cost of such a driven well? About \$25.00, pump, pipe and labor included.

Do you have good transportation? The Florida East Coast Railroad runs directly through our lands, thus furnishing excellent transportation by rail. The Florida East Coast Canal is just to the east of our colony lands, affording water freight rates to Jacksonville, and thence to New York and other northern points.

What towns are near your tract of land? Bunnell, Dupont, Korona, Favorita, Harwood, Codyville and Ocean City are located in the Bunnell colony. Bunnell is the largest and the county seat of Flagler county.

Are there people living on this land now? A great many settlers are located on their farms throughout the Bunnell colony and are making many improvements.

How much per acre would it cost to set out an orange or grape fruit grove? Young trees cost about 40 cents apiece, and one hundred trees should be planted to each acre.

How soon do these trees begin to bear and when should they begin to show profits? The trees begin to bear from three to four years after planting and should begin to show profit the sixth or seventh year.

What is the usual profit from an acre of oranges or grape fruit? A grove nine or ten years old should yield the grower from \$800.00 to \$1,200.00 an acre each year, according to the amount of cultivation and care given it.

When are Irish potatoes planted and how long does it take them to mature? Irish potatoes are planted in January and February and mature in about one hundred days.

What is the yield and gross proceeds per acre from a crop of Irish potatoes? One acre will produce from 40 to 100 barrels, and in normal times these sell for around \$4.00 a barrel. Some potatoes in our locality were sold last spring for as high as \$10.00 a barrel.

Is poultry raising profitable? Poultry raising is one of the most profitable industries in which one can engage. It yields the investor quick and sure returns. The climate is admirably adapted to the growth of healthy fowls. Eggs sell for from 40 to 50 cents a dozen in the summer and as high as 75 cents a dozen in the winter. Young chickens sell at from 30 to 40 cents per pound.

Does livestock do well in Florida? This is a great country for livestock. No expensive barns have to be built for shelter, but they may graze out of doors all the year.

How many crops do you raise annually? Three—a fall crop, a spring crop and a summer crop.

Where do you sell your products? They are shipped to practically all parts of the United States and into Canada.

How many growing days do you have at Bunnell? Practically every day in the year is a growing day in our colony.

What do you grow in the summer months? Hay, sugar cane, sweet potatoes and corn; the latter will yield equally as large a crop per acre, if not larger, than corn grown in the north, and we raise a dozen other field crops, also pears, peaches, persimmons and other fruits too numerous to mention.

Is it necessary to fertilize? It is not necessary, but it pays to fertilize your land, just as it pays you to feed corn to hogs to fatten them.

What is the cost of fertilizer? From \$35.00 a ton upward, the cost having increased considerably since the European war has been in progress. When the war is over, we shall probably secure it at the former prices.

What is the value of improved land in your county? From \$100.00 to \$300.00 an acre, and the crops we grow and market in the winter will often equal the cost of the land in one crop,

while northern and western farmers seldom earn over five per cent on the value of their land.

How do prices of building material average with those in the north? With lumber mills so near at hand, building material is naturally cheaper here. A four-room house can be built for about \$300.00, the average cost being \$75.00 a room and upward, according to the finish. Cement houses are practical.

What is the annual mean temperature and rainfall in Bunnell? Temperature, about 68 degrees; rainfall, about 48 to 50 inches.

When is the heaviest rainfall? In August and September.

Do you ever have any tornadoes in that part of the country? No.

Are sunstrokes of usual occurrence? There has never been a case of sunstroke known of in the state of Florida.

What kind of nights do you have? Always cool.

When is the best time to move to Florida? From September to December. Thus one has time to become established on his land and get some of it prepared, so as to take off his first crop in the early spring when prices are the highest.

What is the price of your land and how do you sell it? The cheapest farms we have for sale are at \$35.00 an acre, and we sell these on the monthly or yearly installment plan.

What discount do you allow for cash? We allow 10 per cent discount for payments in full. If the payments are made yearly in advance, we allow 6 per cent discount on the payments for the year.

What about wild game and the game laws? There is a great variety of wild game, such as turkeys, squirrels, quail, ducks and numerous other birds, including doves, snipes, etc.

How about the fishing? The finest in the country. Plenty of salt-water fish and fresh water species. No license required, excepting for certain commercial fishing.

Is Bunnell a healthy place in which to live? One of the healthiest communities in the United States. We are very near salt water, and our lands are surrounded by pine forests—two important essentials in creating health. Bunnell is one of the most pleasant places in which to live—summer or winter.

How about frosts? Light frosts occur between December and February, sometimes injuring the tender plants. This may happen anywhere in the state of Florida. There is absolutely no frost-line.

How much are the taxes on your land? The taxes are all paid by the Bunnell Development Company until our buyers receive deeds for their land; after that time the taxes will be about \$1.50 to \$2.00 on each ten acre tract.

How are the titles to your land? Our titles are perfect. One has the privilege of paying for his land in full at any time, when we will then give a Warranty Deed and a perfect title to the land.

Everyday Happenings in and around Bunnell as Contributed by our Bunnell Correspondent during the Month.

OVER ONE HUNDRED FARMERS PLANTED POTATOES THIS YEAR.

Over one hundred farmers in Flagler county have planted their 1918 Irish potato crop. The amount of acreage planted by each farmer ranges from five to two hundred acres. Several of them planted over a hundred acres; a large number have from twenty to forty acres in potatoes, while the remainder have planted from five acres upward.

It is only five or six years ago when the number of farmers in the Bunnell colony who planted potatoes that year was less than ten. Within another five years, it is our prediction, that the number of potato growers in the county will exceed a thousand.

The weather has been ideal for preparing the soil and for planting the spuds.

The following is a list of the farmers who have planted this season. It is only partially complete, as there are some others whose names we were not able to obtain:

J. J. Buckles, Theo. Behling, J. C. Buckles, John Buckles, F. J. Burnsed, G. W. Backes, C. V. Brown, J. A. Burnsed, G. R. Burnsed, F. D. Barmington, G. W. Barnhart, Bandy & Burnsed, F. S. Crowson, J. C. Schwartz, W. G. Campbell, L. A. Carter, W. H. Cochran, J. L. Council, W. C. Chaplin, G. W. Durrance, O. R. Dalgren, G. W. Davids, R. W. Deen, A. W. Durrance, J. E. Deen, Mack Davis, A. J. Eatman, E. A. Eatman, I. H. Frier, A. S. Fowler, W. H. Gray, Harry Gilbertson, Z. G. Holman, Otto Hogan, Robt. Hamilton, S. J. Harrison, C. D. Hagadorn, A. P. Harwood, J. A. Hunter, J. R. Henderson, O. G. Henderson, J. Hadling, Henry Huebner, O. J. Hance, C. C. Jordon, L. C. Johnson, Ed Johnson, Mrs. Stella Jones, Cris Kilper, Geo. Keilb, J. E. Kurnna, A. Lambert, O. A. Lambert, W. A. Mack, J. C. Miller, J. W. Malphurs, M. H. Milliken, M. G. Myers, W. R. Malphurs, C. B. Miller, O. C. Mosby, I. L. Mosby, C. F. Miller, Moody & Johnston, N. O'Brien, W. C. Phillips, J. B. Parker, G. F. Pellicer, Mrs. P. Pellicer, Corwin Pierce, J. E. Pellicer, P. P. Pellicer, Mrs. John Richardson, W. V. Reynolds, L. Senge, Henry Salyerds, Geo. Salyerds, W. J. Szudlo, Walter Schultz, Henry T. Sayers, Nick Schuster, N. Scholen, F. Stach, I. D. Simms, B. Tebbe, Turner & Sessions, H. G. Thompson, J. C. Unkifer, S. J. Vanddyke, A. J. Vafed, F. C. Worges, Chas. P. Welti, C. A. Whitaker, John Wilkowski, I. A. Waszewski, G. H. Wigley, Frank Zawartowski, Philip Nowak, E. D. Henson, L. S. CoLy, Haw Creek Farms Co., Keystone Farms Co., Kendall Brothers, Warbin Booe, Harry Booe, United Farms Co., J. E. Hedden, Wm. Richardson, Burrell Brothers, W. D. Long.

The Flagler county Sunday school convention was held in the M. E. church in Bunnell on February 14th.

Some of the more recent arrivals in Bunnell are: Mr. W. H. Stutsman, of Canada; Mrs. Buell, of Wisconsin; Mr. Lund, of Canada; Mr. Wilkinson and family, of Ohio; Mr. Wilson and Mr. Bennett, of Indiana, and Mr. Mikesel and family, of Canada. With the exception of the last mentioned party, all are owners of farms in our Bunnell colony. Mr. Mikesel is here to look over farming lands in Flagler county with an idea of purchasing a farm.

Messrs. W. H. Waterman and M. Dade, potato buyers of Jacksonville, were in Bunnell this week looking over the situation. They stated that everything is favorable for good prices this season.

Col. Varn has moved his law office from the Tribune building into the new bank building.

Mr. Pickard of Jacksonville, accompanied by a party of northern capitalists, visited Bunnell Saturday. They were looking over the town with the view of erecting a large hotel.

Mrs. S. A. Harris, Grand Matron of the Grant chapter of the Order of the Eastern Star, of Florida, made her official visit to the Bunnell chapter, Wednesday night.

The dance given in the hall at Dupont for the benefit of the Red Cross, was a great success. The people had a very enjoyable evening and the net receipts amounted to \$37.25, which money was turned over to the Flagler chapter of the American Red Cross.



Mrs. Nowicki of the Korona district with game she brought down.

Mr. W. Horn, of New York, who has a large hog ranch here, was here for a few days' inspection.

The Bunnell Telephone Exchange has moved to its new quarters in the Tribune building.

A new draw bridge will be built across the East Coast canal at Ocean City in the near future.

The bank building is now completed and the Bunnell State Bank has taken up its headquarters in its new home.

The work of grading Orange street was ordered by the City Council at its last meeting.

Mr. Kendrick was employed by the city fathers to draw up plans and specifications of what will be needed for the installation of a complete water system for the town of Bunnell.

Work on the new homes of Messrs. T. Holden and W. H. Deen is progressing rapidly.

Mr. C. H. Davis has arrived in Bunnell with a load of nice mules which he will sell to Flagler county farmers.

BOYS CORN-PIG CLUB OF FLAGLER COUNTY.

G. L. Herrington, of Gainesville, State Agent for the Boys' Club Work, and W. H. Deen, of Bunnell, County Agent, visited the schools in Flagler county and organized the boys corn and pig clubs.

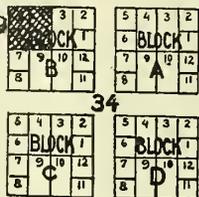
A large number of boys have enrolled. Those in the corn club will grow an acre of corn, according to Corn Club Methods. Those in the pig club will raise pure bred pigs. Where a boy has not the money to purchase a pure bred pig, the Bank of Bunnell has agreed to loan him money if he can show sufficient evidence that he will make a success of his work.

Flagler is purely an agricultural county. Many people are coming here to make this their home and many of them will be farmers. If the farmer boys will help to demonstrate the possibilities of the good lands in Flagler county, they will do a great thing for the entire county.

The recent meeting held in Woodman's hall, at which Mr. Walker, of Miami, presided, was very interesting. Mr. Walker has a government contract to furnish castor beans for the making of oil for the government air-planes. Seed is furnished through the contractors by the government for 40 cents per acre. The beans should be planted in March and four months are required to bring the bushes to maturity. The land in Flagler county is well suited for the raising of castor beans. Thirty to forty bushels per acre is the average yield and sometimes the yield is increased from 25% to 50%. \$3.00 per bushel is the price offered the farmers.

THE STORY OF ONE MAN'S SUCCESS
AS SHOWN IN "MOVIES".

THIS IS HIS FORTY.



TRACTS 4-5-6
BLOCK B. SEC. 34.

TP. 12 S. RG. 30 E.



This is the way the land looked on October 31, 1911. Our field manager and the happy owner of the 40 acres.



"Be it ever so humble, there's no place like home"—the home he built for \$51.08.



The returns from his first crop—seven acres of potatoes which sold for \$900.00.



Scene a few days later. Note growing corn which was planted between rows of potatoes, also the fence in the background, built at a cost of \$5.60.

Bunnell Color

The Camera Always

1. This man left California with less than \$900.00 and came to Florida hoping here to be able to buy a farm and better his condition.
2. He arrived at Bunnell October 30, 1911, and the following day he contracted for the purchase of a 40-acre farm, located about three miles south of Bunnell. This farm was to cost him \$1,000.00 as our land at that time was selling for but \$25.00 an acre, and he agreed to pay for same at the rate of 50 cents an acre a month.
3. He began at once to get ready for the arrival of his family from California. Without the aid of a carpenter he erected a one-room house, 12x14, with shed roof. This house had two good doors and four large windows and cost him \$51.08.
4. While waiting for his family he drove a well in a little over a day, doing the work alone, and found a fine flow of water at a depth of 21 feet.
5. His family arrived at Bunnell December 3, 1911, having spent more than \$200.00 for railroad fare, reducing their capital to less than \$700.00.
6. He began clearing his land Dec. 18, 1911.
7. With the help of his two eldest boys he fenced 20 acres of land. Not being able to buy wire for a fence, they set good strong posts eight feet apart, and nailed to these posts young trees or thin posts, which they were able to obtain for the cutting. This gave him a good, hog-tight fence, at a total cost of but \$5.60 for nails.
8. The next month he built a kitchen, bath room and pantry, as a lean-to on the first room erected, covering a ground space of 10x30 feet. He and the two eldest boys did all the work.
9. Not having the money with which to buy a team of mules, he purchased a yoke of small oxen at a cost of \$70.00.



This is the kind of corn his son raised.



THIS IS THE

AMOUNTS DEPOSITED

BEING THE RETURNS OF HIS

April 27 - '17	1175.40
" 28 - "	1248.50
" 30 - "	1289.20
May 4 - "	261.45
" 14 - "	2290.85
" 16 - "	1475.05
" 25 - "	1301.35

YOU HAVE THE SAME CHANCE AS HE HAD. W

ny "Movies"

s Tells the Truth —

10. A little over 100 days from the time of his arrival he had seven acres of Irish potatoes growing, which he sold for \$900.00 about seven months after he reached Bunnell.
11. He grew twelve crops the first four years. Of these twelve crops, seven were Irish potatoes. The other five were cow-peas and corn.
12. On January 11th, 12th and 13th, 1916, he planted twelve acres to Irish potatoes and began digging this potato crop April 24, 1916, or 104 days after the crop was planted.
13. About the middle of April, 1916, a Mr. Hill, a commission man from the North, bought these twelve acres of potatoes in the ground for \$3,000.00.
14. On April 17, 1916, Mr. Hill deposited in the Bunnell State Bank \$1,000.00 to bind the bargain. On April 25, 1916, the first car-load of potatoes was sold for \$998.45, and this sum was deposited to the grower's account. On April 26, 1916, the second car of potatoes was shipped and Mr. Hill paid the balance, or \$1,001.55.

15. The commission man stated these potatoes were among the finest he had handled, and that about 90% were No. 1's.
16. In January, 1917, this man planted his 40 acres to Irish potatoes and sold this crop for over \$12,000.00.
17. This man has now paid in full for his land. He has erected a home at a cost of \$2,800.00. He has a packing shed, barn, and a good wire fence around his entire 40 acres. All of his land is cleared and is well worth from \$200.00 to \$250.00 an acre. He has purchased additional land, has up-to-date farm implements and an automobile truck that cost \$1,425.00. His \$70.00 yoke of oxen has been replaced by two good teams of mules.



THE MAN

THE BUNNELL BANK,

7 POTATO CROP OF 40 ACRES.

May 28-'17	-	1614.68
June 4 - "	-	929.47
" 13 - "	-	206.07
Total		11,792.02
Seed potatoes sold	-	300.00
TOTAL RECEIPTS		12,092.02



This man showing the possibilities of his soil to a Chicago banker.

THE STORY OF ONE MAN'S SUCCESS AS SHOWN IN "MOVIES".

RETURNS FROM HIS 1916 POTATO CROP

OF 14 ACRES AS DEPOSITED TO HIS -
account in the Bunnell State Bank
by the commission man -

April 17, 1916	1000.00
April 25, 1916	998.45
April 26, 1916	1001.55
Total	3000.00



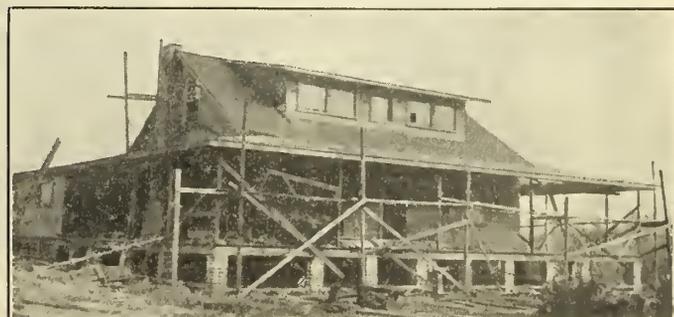
His 1917 potato field of 40 acres, for which he received over \$12,000.00.



His personal packing shed, where his potatoes are graded and put in barrels for shipment.



His \$1,425.00 International Harvester truck—a more rapid means of conveyance than his \$70.00 yoke of oxen.



His \$2,800.00 home under process of construction.

YOU TAKE ADVANTAGE OF IT? IT IS UP TO YOU.

Florida's Wonderful Possibilities as Enumerated by Mrs. Alice Evans Bennett who has made a Comprehensive Study of Florida and the Bunnell Colony.



Mr. Council's corn-field in the Bunnell colony. This picture was taken after Mr. Council had harvested a bumper crop of Irish potatoes.

On my way from Miami to Jacksonville, Florida, a few weeks ago, I looked over farming prospects and possibilities in the state very carefully, and was particularly impressed with the wonderful progress that has been made in the Bunnell colony within the past few years comparing it with other sections.

Florida certainly is "coming to its own" and in some localities where land sells for \$200.00 an acre and up, many of the conditions are not nearly so favorable to general farming as in FLAGLER COUNTY.

Some localities, I find, are adapted to citrus fruits, some for trucking and some for livestock, while in the Bunnell colony the topography in general favors any class of farming, as well as being an ideal year-around locality for permanent homes, and all these features go a long way towards home-making.

While in Miami I met a man looking for land suitable for raising Irish potatoes, and hogs, for his son who was finishing his last year in an eastern Agriculture College. He spent five weeks looking around southern Florida, but after a thorough analysis of soil, water, shipping facilities and points in general, necessary for a permanent home, he decided that Flagler county offered the best all-around features; so when I saw him last he was on his way to Bunnell.

It is only natural that anyone can make the best success individually along the line he or she may be most interested in, and personally I am bending every effort toward raising hogs and livestock in Flagler county, as the general conditions are not only favorable for feed crops and the animals, but the Bunnell colony is well established, and it is a recognized fact that co-operative community work is very essential toward successful farming in any of its various departments.

It is not uncommon to find successful women farmers anywhere these days,

but I know of no section of the United States where farming in general favors the women as Florida does. Raising hogs is highly encouraged by the Agriculture Experiment Station of the University of Florida, but what appeals to me especially in raising hogs is that they harvest their own crops the year around.

Two of the great essentials in raising average, healthy, fat hogs are good pasture crops and plenty of clean water. I know of no locality where water can be had as plentifully as in Flagler county, and what more can anyone want than year-around pasturage and water, not only for good A1 hogs, but livestock in general and even dairy farming. The large East Coast resorts offer a wonderful field for dairy products and Flagler county is an excellent distributing point.

If properly managed, a dairy and hogs can be made to pay a very handsome income, as cattle and hogs fre-

quently pasture together. However, for the best results, it is better to keep a field of forage coming for the dairy cows, and when the cows are turned into the fresh pastures, hogs will clean up pasturage left by the cows. I know of one man who has seventeen dairy cows on 40 acres of land, but I will not attempt to give his figures on vegetables raised, as well as hogs, on the same land inside of one year's time. His cows are almost pure Jersey. The pasturage consists and varies from season to season, of Japanese cane, Natal grass, Chufas, Rhodes and Johnson grass.

I could write at much length concerning the raising of livestock, but you may secure all the most valuable information with figures showing just what can be done in this line by writing the State Agriculture Experiment Station at Gainesville, Florida. Florida, of all states in the Union, offers the greatest future, not only for raising hogs, but for poultry, dairying, trucking and last, but not least, for fruit.

Natal grass is an especially valuable hay crop and bankers do not refuse to loan money on this crop in the barn.

I know one man who has a standing order with a large resort hotel for guinea squabs at 95 cents each. Another man makes small fortunes each year growing Bermuda onions and averages between \$500.00 and \$1,000.00 an acre on these crops, with a considerable profit on hay and livestock raised on the same land the balance of the year.

I had occasion to attend the Southern Conference for Education last year, and I wish it were possible for every Florida farmer to attend these annual conferences, for there is so much to be learned of great advantage to the farmer, his wife and his children. I wonder how many Florida farmers know



A few "mortgage lifters"—Bunnell Porkers. Some of these will make the monthly payment on your farm.

MAKE HAY WHILE THE SUN SHINES

how to make iceless refrigerators, which have proven so successful in Florida; or how to make homemade fireless cookers at very little cost.

Among the most interesting features, in my opinion, that demands the attention of our farmers everywhere today, is the Canning Club for girls and the Pig and Corn Club for boys, for the reason that these interests make it worth while for the boys and girls to remain on the farms instead of going to the cities.

How many farmers know it is possible to get nice one-pound square butter moulds, also the cartons and oiled paper for packing butter, thus placing good, pure homemade butter on the market and presenting just as attractive an appearance as that sold by the large creameries? In fact, it is hard to supply the demand for good homemade butter, when put up in this attractive manner. The farmer can order his name put on the butter cartons, just as the Girls' Canning Club make it possible for girls to order their labels with their own names printed on the labels, as well as the Canning Club trade-mark. I hope when the Bunnell farmers purchase canned goods, such as tomatoes, beans, etc., they will ask for hand-packed goods, or better still, ask for goods canned by their local Girls' Canning Club. In this way we can all help make life more interesting to the coming generation who formerly went to the cities.

Personally, I am choosing Florida for my future home, where I hope to engage in intensified and diversified farming. I have lived the year around close to Bunnell, and know I am not making a mistake in choosing this locality for a year-around home.

Alice Evans Bennett.



Mr. Warner, living west of Bunnell, exhibits branch from orange tree (Mandarins) broken off by its own weight.

What the "Other Fellows" say about Bunnell



Mr. Paul Soquel

PREFERS BUNNELL'S SUMMER CLIMATE TO THAT OF CALGARY, CANADA, WRITES A SATISFIED BUYER.

Dear Mr. Verdenius:

You will recall that when I passed through Chicago on my way to Bunnell last summer, where I was going to inspect the farm I had bought from you, I promised that I would write you and say what I thought of Bunnell and Flagler county. I regret that I did not write before, and trust you will excuse me, as I have been very busy.

It was the month of July when I arrived at Bunnell, and people had told me that it would be very hot there at that time, but I replied that I would like to see the country at its worst. I assure you that I was happily surprised to find the weather in Florida at that time more pleasant and comfortable than here in Calgary, Canada, in fact the heat at Bunnell did not bother me at all. I was in the colony about two weeks and liked it so much there, I was indeed sorry to leave the place.

When I lived in the old country I traveled extensively through southern France, also in Italy, but with all my experiences in these places, I want to tell you that I like Bunnell best of all.

In regard to the soil, I am satisfied that any man who knows a little about farming can make a good living in the Bunnell colony on ten or twenty acres of land. I saw a lot of good No. 1 land while there, and the people who have bought land from you can consider themselves fortunate.

I want to thank you for the treatment received from you, the Company and its employees. I found the people who live in and around Bunnell to be very hospitable, just the kind of people I want to live among.

Yours very truly, PAUL SOGUEL,
Calgary, Alberta, Canada.

"ONE OF YOUR SATISFIED CUSTOMERS WITHOUT A COMPLAINT."

Is the Way This Man Signs His Letter When Acknowledging Receipt of the Deed for His Bunnell Farm.

Mr. Thomas A. Verdenius,

Dear Sir: Just a line to let you know that I have received the deed for my land.

I wish to thank you, also the Bunnell Development Company for the interest all of you have shown in my behalf and your upright dealings with me. All of which causes me to speak in the highest terms to anyone who may inquire of me concerning your company and your land. I am sure that I am well pleased and satisfied with all my dealings with you.

One of your satisfied customers without a complaint.

GEORGE MARLATT,
Toronto, Canada.

YUKON TERRITORY BUYER WRITES FROM THE COLD NORTHLAND.

January 5, 1918.

Thomas A. Verdenius:

Dear Sir: I have sold another 20 acres of land to Mr. Frank S. Ishimoto. Please locate him as close to my Bunnell farm as possible and give him a strictly first-class farm.

I herewith enclose money order for \$50.00—\$30.00 as final payments on my 20-acre farm, and the balance to be applied on his twenty acres.

We have nice weather today but have just passed through a spell lasting 33 days, when the thermometer registered from 50 to 65 degrees below zero all the time. Now it is about eight below. It caused an epidemic here. There are nineteen people lying at the morgue awaiting burial.

You can understand why we want to leave here for Bunnell, Florida.

Yours truly, S. W. EBBERT.

MR. FARMER OF THE NORTH?

How many crops are you going to grow this year?

How much will be left from your last year's work when winter is over?

Why waste your time feeding stock and shoveling coal (if you can get it to shovel), and half freeze to death anyway, when you can grow crops and pasture your stock all winter in the Sunny Southland, in the famous Bunnell colony?

Why not go where you can grow three crops on the same land every year and be making money all the time?

Why not be a patriot, help your country solve the food problem and win the war, add to your bank roll and live in a country where you can enjoy life to its fullest extent?

Talk it over with me, if you want to know more about this great country. But, better still, for "seeing is believing," take a trip to Bunnell, get away from a few of these zero days, and see it all for yourself.

THOMAS A. VERDENIUS,
108 South La Salle Street,
Chicago, Illinois.

A CHAT WITH YOU —

Who have been considering the purchase of a Farm from me in the Bunnell Colony. This is especially for YOU if YOU have been receiving my Literature for more than a year.



MR. THOS. A. VERDENIUS.
The Pioneer Small Farm Man of Florida.

There came into my Chicago office the other day a Westerner—a man from Idaho, who was returning from the Bunnell colony, after having purchased a forty-acre farm there.

Among other things he said: "How I wish I had bought some of your land when you had it for sale at \$20.00 an acre, for my farm then would have cost me but little more than half of what I have to pay for it now and I could have had a more choice location. But," he continued, "despite the fact that I have been the loser by delaying so long, I am happy that I have 40 acres of Bunnell colony dirt. I am fully convinced that it won't be long now before every acre will be taken, and people will be saying, 'Oh, if I had only bought some of that potato land when it was cheap.'"

You understand, I am sure, why I am telling you of this Idaho man. I doubt not that the thought is right now in your own mind that you may be making a like mistake, and I assure you that if you do not make up your mind before very long to secure one of our farms, you will be in the class of those who say: "For of all sad words of tongue or pen, the saddest are these—it might have been."

You have been receiving my literature regarding our Bunnell colony farms. I have written you person-

ally and I have urged you to send in your order for a farm-home at Bunnell, but up to the present time I seem to have failed in making you realize that our proposition is No. 1 in every respect and one which you have been looking for.

The severity of our winter weather, the scarcity of fuel and the high cost of living generally are turning people's attention to the land as never before. The Bunnell colony, I assure you, is coming in for its share of attention, and if present conditions continue much longer every acre of our land is soon going to be disposed of.

Let me put the matter up to you once more. We have in the neighborhood of **5,000 acres of choice, No. 1 land still for sale.** Do you really want one of our farms, or do you not? I feel that I have the right to know whether you mean business or not, and so I am going to ask you to do this one thing:

If you really desire to secure one of our farms, kindly fill out the attached inquiry blank and send it to me at once. Remember, this is not an order blank and by filling it out you will not be placed under any obligations. It simply puts us on a more understanding basis and helps me to know what you really have in your mind.

As soon as I receive this filled out inquiry blank, I shall send you a large map of our colony lands. On this map you will find marked in colors the towns, the Dixie Highway and the principal roads. I will also tell you where in the colony the churches and schools are located and where we have some No. 1 land on which we can locate you.

Bear in mind that by filling out this inquiry blank you are placing yourself under no obligation to buy a farm, but I believe with the large marked map before you and the detailed information as to choice locations, etc., you will feel that you cannot let this opportunity slip from you.

Let me remind you that land such as ours cannot be sold at such a low price much longer. The colony is developing too rapidly to permit of this. Six years ago the Bunnell colony was but little more than a large undeveloped body of land. Today it is a thriving farming community, with Bunnell as its principal

town and the county seat of a new county. Bunnell has an electric light plant, water works, hotels, churches, a public school with two years of high school, ice plant, weekly newspaper, garage, state bank, stores, lodges, etc., etc. We have two rural mail routes and the famous Dixie Highway passes through our colony lands.

Better than all this, is the fact that **our Bunnell farmers are making good.** I can take you to men in our colony who realized \$300.00 an acre from their last year's potato crop. Besides this, they grew two more crops on that same land the same year. Already our farmers have planted their first crop this year. They will have sold this first crop (Irish potatoes) before northern farmers have begun plowing their land for their first and only crop.

We have at Bunnell the soil, the climate, the location and the shipping facilities, with commission men on the ground at the potato season ready to buy all the potatoes they can and pay for same, delivered at the cars.

A farm amidst such surroundings as these is what I am offering you today. Our price is most reasonable—\$35.00 an acre, payable at the rate of 50 cents an acre a month. All we ask of you is \$5.00 a month for each ten acres you buy.

What more could you ask for? I have satisfied thousands of people and I know I can satisfy you, if you will but give me the opportunity.

Believing that you are seriously interested in locating in the Bunnell colony, I wish that you would advise me just what your plans are and what additional information you need in order to make a definite decision to buy. If, for any reason you are no longer interested, please drop me a card to that effect. This will save us any further correspondence, for I am not in the habit of bothering people with my communications if I know it. However, if you really mean business I know that you will fill out the attached inquiry blank and return to me promptly, so that I can send you the large marked map. Yours very truly,

BUNNELL DEVELOPMENT CO.

Thos. A. Verdenius.